

EUROPEAN NEWS

East-West talks aim to clear way for N-test pacts

By William Dulforce in Geneva

THE US and the Soviet Union are expected to resolve their remaining differences over how to monitor nuclear tests in talks which resumed in Geneva yesterday.

Agreement on methods of verification would open the way for the US Senate to ratify the 1974 Threshold Test Ban Treaty (TTBT) and the 1976 Peaceful Nuclear Explosions Treaty (PNET) which limit the size of underground nuclear explosions - the only ones still permitted.

Chances of success in the fourth round of the nuclear testing talks have been boosted by the satisfactory completion last year of two joint US-Soviet nuclear test experiments.

At these so-called joint verification explosions, one at the US test site in Nevada, the other at the Soviet site in Semipalatinsk, each side demonstrated to the other the verification techniques it was proposing.

Both agreed to negotiate protocols to the two treaties which would contain a "menu" of acceptable techniques that either side could use to measure future nuclear tests. The protocols would allow one side to attend the other's test explosions.

Mr Paul Robinson, head of the US team, said the new round of talks, which is expected to last five or six weeks, aimed at "finalising the protocol language."

There was a "high degree of confidence" on both sides that agreement would be reached.

Mr Igor Faleynikh, leader of the Soviet delegation, said the two sides had already worked out a new verification mechanism for the PNET and were very close to agreeing a draft verification protocol for the TTBT.

The TTBT limits the size of underground nuclear tests to 150 kilotons. A kiloton equals the explosive force of 1,000 tonnes of TNT.

The PNET restricts the size of nuclear explosions used for peaceful purposes.

Under the Reagan Administration the US had refused to ratify the treaties until effective verification measures had been agreed.

The ultimate aim of all nuclear testing - is still not within sight. The US, while acknowledging a comprehensive ban as a long-term objective, argues the Soviet testing remains indispensable to maintaining a credible nuclear deterrent.

Among the alternatives are raising all food prices from July 1; waiting till the beginning of August; or limiting the price rise to meat and going ahead on July 1.

The rises would mean dropping meat rationing which has been in force since the beginning of the decade. Some items could go up fourfold.

Indexation of wages to prices inflation is due to begin in August. At the weekend the official unions demanded a freeze on all prices until a new Government had been installed. In the past few days the price of sugar, cigarettes and alcohol and petrol have all gone up as the Government seeks to mop up the population's excess buying power.

The budget deficit, originally planned for the year at Zl 1,000bn (£773m), had reached Zl 3,500bn after five months partly as a result of raising prices paid to farmers in April and the increased costs of pension payments.

On the free market the cost of the dollar has risen from some Zl 4,000 at the beginning of last week to around Zl 5,500 yesterday as people sought to anticipate further price rises.

Solidarity has yet to make its position clear on price rises, as it is busy coping with the political implications of its election victory. This has left the opposition movement unwilling to participate in government and uncertain whether to go along with the election of Gen Wojciech Jaruzelski as President.

Poland's new Parliament is expected to meet on Friday to be sworn in and choose chairsmen for both the Senate and the Sejm, the lower chamber. Both chambers could then meet towards the end of next week to elect the President.

On paper, the Communists and their allies have 299 deputies in both chambers, while the opposition controls 251. In theory, Gen Jaruzelski should prevail, assuming none of the Communist party deputies decides to turn against him.

This week's meeting of the party's central committee has been put off till next week when it will be asked by the Politburo to recommend the General for the post of President.

Polish Government steels itself to put up the price of food

By Christopher Bobinski in Warsaw

A MOUNTING budget deficit and fast emptying shelves in the shops are forcing the Polish Government to tackle the problem of putting up food prices, even at the risk of unleashing serious unrest.

The Government must decide by how much and when to increase prices. In the wake of its crushing election defeat by the Solidarity opposition which has left the future of the cabinet very uncertain.

The Council of Ministers chaired by Mr Mieczyslaw Rakowski, the Prime Minister, is due to meet tomorrow to debate the subject with Mr Ireneusz Sekula, who is responsible for the economy, urging that big rises be brought in as soon as possible.

Mr Sekula is being supported in the debate by the ministers of Agriculture and Internal Trade, both of whom see the dangers of having the market collapse. The Government is expected to seek support about tackling the problem from the representatives of the Solidarity trade union and its official counterpart, the OPZZ, and the Solidarity farmers' union at talks in Warsaw today.

France continues to face problems with the long term unemployed rather than seasonal or short term unemployment.

Last month's statistics showed that the average period out of work had lengthened to 385 days from 370 days a year earlier.

French jobless figures fall below 10%

By George Graham in Paris

FRANCE'S unemployment rate dropped last month to 9.5 per cent, breaking into single figures for the first time since the current series of statistics has been published.

Unemployment in France has been above 10 per cent since 1983.

With 2.52m people registered as out of work, 0.7 per cent less than the previous month, the French employment figures continued the improvement of the past year.

The steady reduction in the

number of jobless has been due in part to an upturn in the creation of new jobs.

Mr Jean-Pierre Soisson, the Minister for Employment, said that the figures were better than he had expected, and that the rhythm and momentum of job creation remained strong.

"The statistics reflect the good health of the French economy," he said.

Mr Soisson said that he planned to continue attacking the basic problems of unemployment through economic

measures, rather than through the introduction of new temporary work schemes.

"Don't count on me to create new 'parking' measures," he said.

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SPD chief sees no chance of a sharper edge for Lance

By David Marsh and David Goodhart in Bonn

THERE WILL be an "modernisation" of the short-range Lance nuclear weapons on West German territory, believes Mr Hans-Jochen Vogel, chairman of the country's opposition Social Democratic Party (SPD). Moreover, if the SPD comes to power in the December 1990 general election, it will abandon the four-nation European fighter aircraft project.

In an interview with the Financial Times, Mr Vogel emphasised how the short-range missiles, which the US and Britain want to update in the mid-1990s, remain a simmering political issue in West Germany, in spite of the compromise at the Nato summit last month papering over differences between Bonn and its Nato partners.

He stressed the closeness of views between him and Mr Hans-Dietrich Genscher, the Free Democrat Foreign Minister, who has made clear his wish for an eventual "third zero" - the elimination of short-range land-based weapons from Europe.

Asked about the speech by Mr Mikhail Gorbachev, the Soviet leader, in Bonn a fortnight ago calling for early talks on reducing, and eventually eliminating, short-range nuclear weapons, Mr Vogel said: "I agreed with the speech. It corresponds to our position. The Foreign Minister also seems to have a similar opinion. Gorbachev is talking about a triple zero, we agree."

Mr Vogel underlined his deep misgivings about the short-range weapons which will remain in central Europe after implementation of the US-Soviet Intermediate



Vogel: no EFA either

majority for Lance modernisation. The political forces which are with us (the SPD), agreeing that we should say 'no' to the new weapons, are sufficiently large that I do not think that we shall see modernisation of the Lance.

"I don't think it is possible to station new weapons on the territory of a country which does not want them. Our position (within the SPD) is clear and I have a feeling that Genscher agrees with us."

Under President George Bush's initiative, unveiled late last month, for speeding up East-West talks in Vienna about reducing conventional forces in Europe, negotiations on cutting short-range nuclear weapons will not start until an accord on conventional forces has been at least partly implemented. Mr Vogel said this condition appeared to rule out early talks on short-range weapons, the goal set by the Bonn Government in April.

"There is not a very high probability that we will have successful results from the Vienna negotiations, and partial implementation, by 1992. This is the date when the US wants to make a decision on introducing and deploying the new Lance follow-on weapons. So the likelihood that we will actually come to negotiations on reducing short-range weapons is rather small."

Questioned about the SPD's attitude to British and US proposals to introduce a new stand-off air-launched nuclear missile during the 1990s for Nato air forces, Mr Vogel said: "I have a healthy sensitivity towards nuclear weapons of all sorts. I don't see why we should add to them."

A flawed story of Yugoslav industry

Judy Dempsey, in Velika Kladusa, looks at the Agrokomerc case

THE UNSUSPECTING traveller would be forgiven for thinking that Velika Kladusa is like any other small town in Bosnia-Herzegovina. The 12,000 strong population consists of Muslims, Serbs and Croats, the birth rate is high and many people still work on the land.

But unlike other towns in Bosnia, this one is plastered with billboards which promote just one name: Agrokomerc, the firm which boasted that it could provide any household with any ingredient for any meal from breakfast to dinner.

This vast enterprise, which until recently employed more than 13,000 people, was the pride and joy of the township. But today the town is deeply divided over its loyalty to Mr Fikret Abdic, the man who founded Agrokomerc. Mr Abdic languishes in a prison not far from Velika Kladusa waiting to be tried on charges ranging from mismanagement to downright fraud. Some employees are not surprised. They recall Mr Abdic's luxurious life-style, his cars and villa on the coastal resort of Rijeka. Others are puzzled.

"We never had it so good under Abdic," they say. "He turned Velika Kladusa inside-out. He is a hero."

Hero or not, Mr Abdic, like many other managers during the Tito years, ran the town like a personal fiefdom.

Back in the 1960s, most of the population earned a meagre living off the land. Mr Abdic soon changed that. He first opened up a small food-processing industry, employing just a handful of people. He gradually expanded the business. By the late 1970s, party and government officials from Belgrade would land their helicopters in Velika Kladusa to sing the praises of Mr Abdic.

Here was the future of Yugoslavia: a man who could



employ 13,000 people; a firm which could export \$70m worth of goods; a town which could boast full employment.

By 1983, the success story started turning sour. Officials in Sarajevo, the capital of Bosnia, began looking at the books. They found that Agrokomerc was issuing unbacked promissory notes. But little action was taken. After all, Bosnia, like other republics in Yugoslavia, was not run on the basis of public accountability but on the principle of patronage with jobs shared among the local court, police, Communist party and town council.

In the meantime, millions of these promissory notes were circulating throughout Yugoslavia. One of the representatives on Agrokomerc's workers' council recalls that during 1987, the management was filling in between 3,000 and 5,000 notes a night. The federal authorities were called in. The books were scrutinised. Mr Abdic, along with 28 people from the board of directors were arrested and over 120 others charged.

The books showed up three main faults. First, the export figures were distorted. Agrokomerc was not exporting \$70m of its products as it claimed but a mere \$3.5m.

Mr Abdic also overemployed. A biscuit plant was supposed to employ 15 people but Agrokomerc hired 50 people per shift. "It looked good - high employment, it meant credit from the authorities," one of the union officials commented.

Above all, Mr Abdic sold cheaply but bought expensively. Shortfalls were generally made up by issuing promissory notes. By 1987, over 50,000bn dinars (\$3.3bn) of these worthless notes were circulating.

Today each wage-earning citizen of Bosnia now has to pay 3 per cent extra tax into a fund to repay the promissory notes while the firm has laid off over 4,000 people. Yet despite this, there is now a campaign to free Mr Abdic and allow him return as director of Agrokomerc.

One of the men behind this campaign is Mr Sedad Kajtezovic, a brother-in-law of Mr

Abdic. Through cajoling, he persuaded over 4,000 employees of Agrokomerc to demand the release of their ex-boss.

At the same time, the new management under Professor Pijet Osman has plans to reorganise the company. Mr Robert Lazarevic, a member of the workers' council, reckons the new management has a good chance of turning the company around.

That, however, is exactly what Mr Kajtezovic fears. A successful Agrokomerc under new management would have no need for Mr Abdic. Already, some of the workforce are blocking the new proposals, refusing to turn up to work and bringing Agrokomerc further into debt. "That is exactly what they want," says Mr Lazarevic, adding, "that would allow them to justify the release and reinstatement of Mr Abdic as boss."

But times are changing. The new government under Mr Ante Markovic is no longer prepared to turn a blind eye to corruption and patronage.

Economists around Mr Markovic say the old system can be broken by making enterprises independent and breaking the cosy relationship between banks and businesses, whereby enterprises could set up banks and then issue themselves with new credits.

Others remain sceptical that the system can really change. They say old habits die hard in this part of the Balkans where family and local connections prevail over legality. Mr Markovic seems to know that, which is why he remains popular among those who want genuine competition and some degree of public accountability but who long for the good life of the old days. Agrokomerc's future may well signal which side wins.

Serbia appeals to pockets of patriots

By Judy Dempsey

BANKS in the Yugoslav republic of Serbia yesterday began issuing bonds to loyal, patriotic citizens in an effort to revive the flagging economy.

Through this campaign, called Zajma, the Serbian government hopes over the next six months to raise at least \$1bn and more than 2,000bn Yugoslav dinars. Officials are reluctant to specify how the money will be invested, but they claim that priority will be given to those sectors of industry which will produce the quickest return.

They also promise that none of the money will be used to prop up loss-making industries. The bearers of the bonds, which are the brainchild of Mr Slobodan Milosevic, Serbia's populist President, will be paid interest rates above bank rates. Those who buy bonds in hard currency will receive a 2 per cent bonus.

Yesterday, as the banks opened their doors, the patriotic queues were somewhat shorter than had been expected. However, staff at Investbank in downtown Belgrade said 20 people had already bought bonds. And, in a particularly impressive gesture of loyalty, some had handed over dollars and Austrian schillings.

Their photographs may now appear in Politika, the daily which has become a beacon of Serbian patriotism.

Banks are to set up special Zajma accounts in enterprises. The official explanation is that it will make things easier for the workforce to contribute. More sceptical Serbs believe it will exert pressure on all employees to do so.

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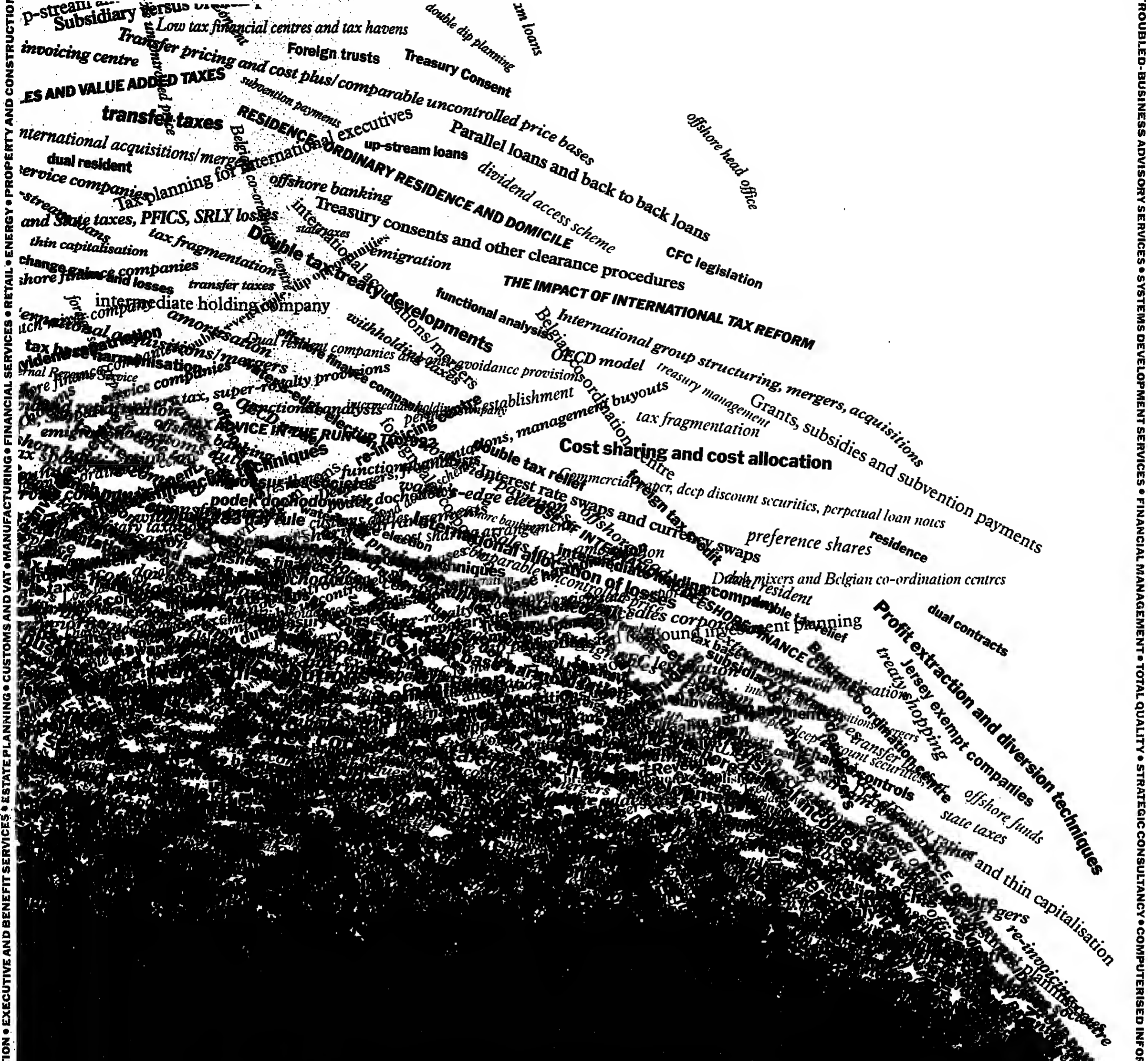
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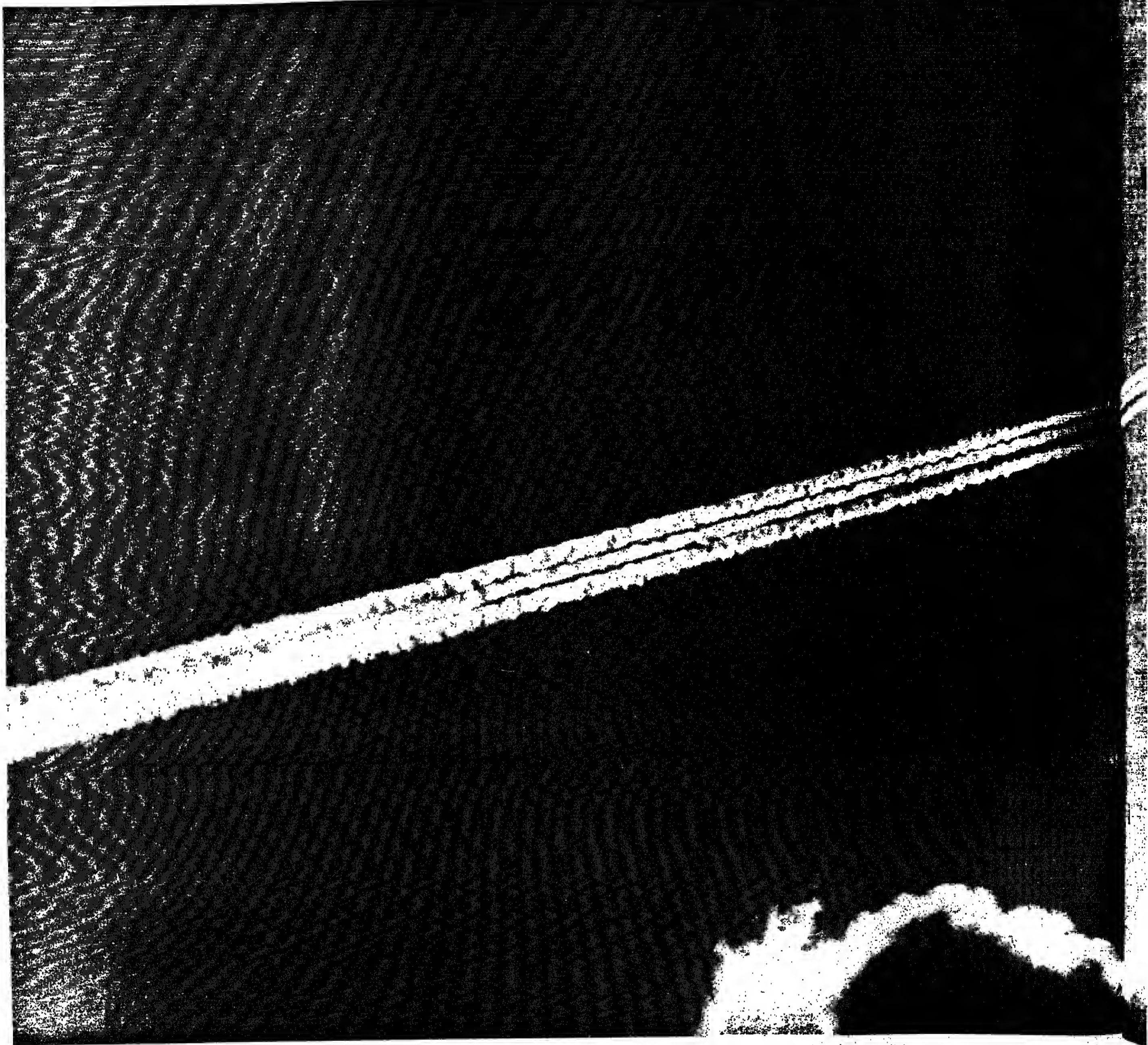
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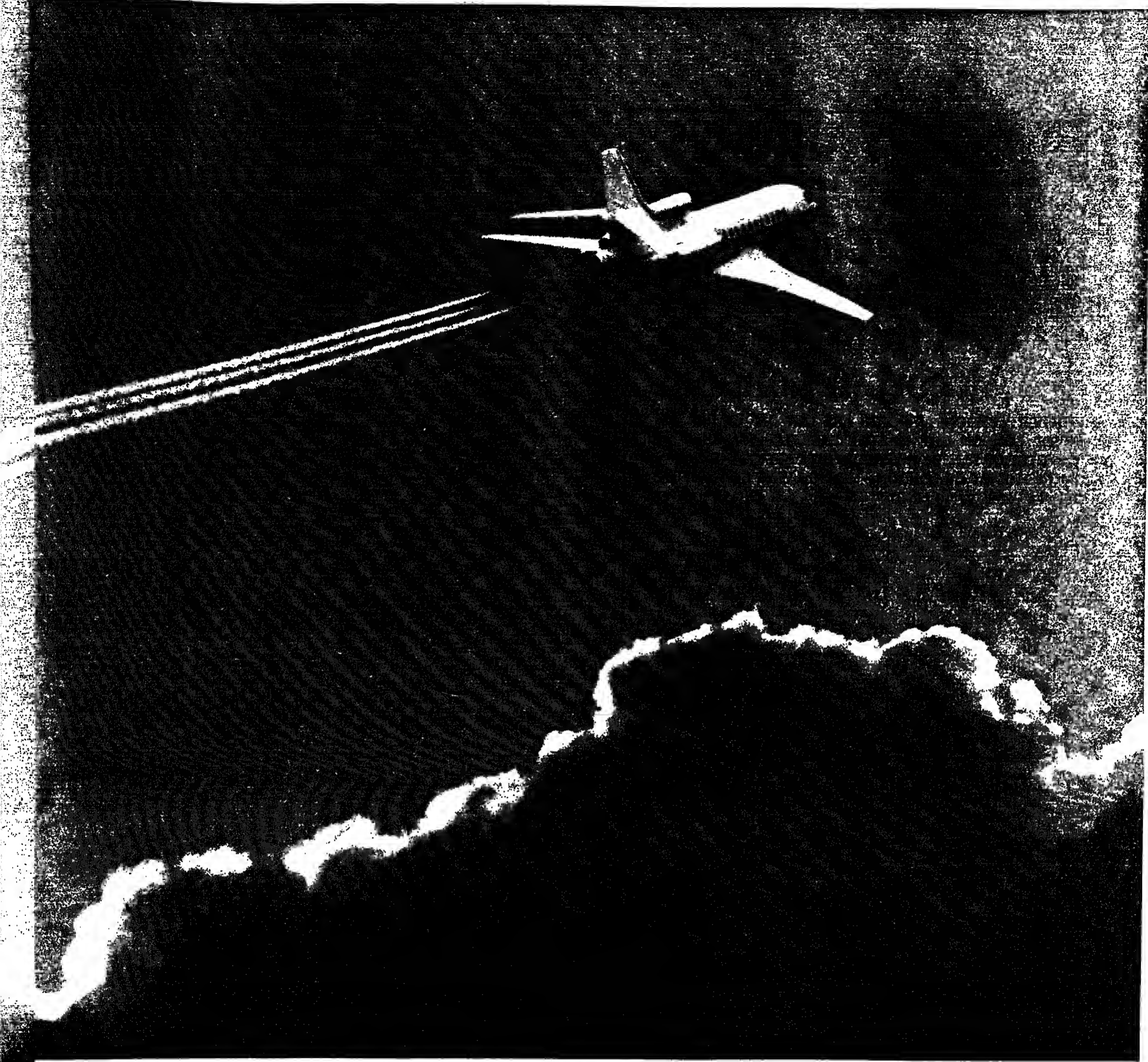
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FT LAW REPORTS

Arbitrators can hear freight dispute

ORIENTAL MARITIME (PTE) LTD v MINISTRY OF FOOD, GOVERNMENT OF BANGLADESH
 Queen's Bench Division (Commercial Court): Mr Justice Steyn: May 26 1989

A SUPERSESSION clause in a standard form of charterparty, which provides that on the signing of bills of lading the charter contract will cease and be replaced by the bill of lading contract, is only effective when the parties to both contracts are identical. And, also, where the parties are not the same in that the charter contract is between disponent owners and subcharterers, whereas the bill of lading contract is between head owners and subcharterers as bill of lading holders, charter arbitration is not superseded by bill of lading arbitration and arbitrators appointed under the charter have jurisdiction to hear a charter dispute.

Mr Justice Steyn so held when allowing an appeal by the claimant, Oriental Maritime (pte) Ltd, from an arbitrators' decision that they had no jurisdiction to hear disputes arising out of two charterparties between Oriental as disponent owner of the chartered vessels, and the charterer, the Bangladesh Ministry of Food.

HIS LORDSHIP said that in July 1988 the Government of Bangladesh, acting through its Ministry of Food, bought three lots of wheat from Cargill Commodities Trading plc.

The Government had to charter tonnage to carry the wheat from the US to Bangladesh. It chartered Silvaplane to carry two lots. To carry the remainder it chartered nominated vessels, Bahama Stars and Magic Sky.

The terms and conditions of the two charterparties were the same. Both consisted of the printed Baltimore Form of Berth Grain Charterparty, with certain typed clauses. They were both subcharterparties.

Oriental Maritime was the disponent owner under the charterparties, and the Government was the subcharterer of each vessel. It was also the bill of lading holder.

Clause 42 of the printed charterparty form was a supersession clause.

It read: "It is mutually agreed that this contract shall be completed and superseded by the signing of bills of lading which shall be deemed to

incorporate the above clauses."

Clause 49 of the typed clauses provided that 90 per cent freight was payable within 10 clear working days of signing and releasing the bills of lading, and 10 per cent was to be paid on completion of discharge. When receiving freight payment the owners were to provide certain documents, including a discharge certificate.

Clause 35 of the printed form provided for London arbitration. The cargoes were loaded, carried and discharged, as contemplated by the charterparties.

Bills of lading were issued in respect of the cargoes. They provided: "Freight payable as per charterparty."

They also provided: "All terms, conditions and exceptions of the governing charterparty . . . shall be considered as embodied in this bill of lading. In the event of any conflict between this bill of lading and the charterparty, the latter shall control."

On the reverse side of each bill of lading it was provided, "arbitration clause of the Centrocon charterparty to apply."

There were, therefore, two arbitration agreements which governed the charterparties and the bill of lading contracts separately, and which had to be invoked separately.

Disputes over freight arose between the parties. Pursuant to the two charterparties, arbitrators were appointed. No appointments were made under the bill of lading arbitration clauses. The two hearings took place at the same time and the arbitrators presented one award.

The disponent owner's principal claim was for the 10 per cent balance of freight under clause 49. The charterer denied liability and put forward counterclaims.

It pointed to clause 42 (the supersession clause) in each charter, it said that since bills of lading were issued in accordance with that clause, the charters were superseded by the bills of lading and the disponent owner's claims lay under the bills, not under the charters.

That was accepted by the arbitrators. They said that for all material purposes the terms of the charter and bill of lading contracts were identical and the fact was that both the charters and the bills contained Centrocon arbitration clauses

with the usual three-month time limit, and that they had only been appointed under the charters.

They concluded that the disponent owner could not pursue its claims before them, as they had no jurisdiction over the bill of lading contracts (see *The Jocelyn* [1977] 2 Lloyd's Rep 121).

That conclusion meant not only that the disponent owner could not recover the freight balances sought, but also that the charterer could not get its discharging port despatch.

On the present appeal the principal point was whether the arbitrators erred in law in holding that the supersession clause in the charterparties relieved the charterer of the payment of the balance of freight. The question was whether, in the language of clause 42, the charterparties were "superseded" by the bill of lading contract.

There was no real controversy about what "supersession" meant. It meant that rights and obligations under the charterparties were consensually terminated and replaced by rights and obligations under the bills of lading. And no point was made of the fact that such supersession took place simply on signing the bills of lading. It was agreed that the clause contemplated supersession of a charterparty by a bill of lading contract.

It was also common ground that bills of lading were signed and, in form and content, conformed to clause 42 requirements. The debate centred on a different point.

The charterparties were made between disponent owner and subcharterer. On the other hand, the bills of lading were owners' bills of lading.

In other words, insofar as those bills of lading contained or evidenced contracts, the contracts were not between disponent owner and subcharterer (the Government of Bangladesh), but between head or registered owners and the holder of the bills of lading (the Government of Bangladesh).

Against that contextual scene the short point of construction was whether, in the circumstances, the juristic act of supersession took place.

If it did, the arbitrators rightly concluded that they had no jurisdiction. If it did not, their decision was wrong.

In clause 42 the very concept of a "supersession" of a con-

tract by conclusion of a further contract, clearly indicated, in the absence of other indication, that the contracts in question would be between the same parties.

The point made on behalf of the charterer was that that construction rendered clause 42 ineffective if the charterparty was a subcharter and the bills of lading were owners' bills of lading.

Clause 42 was a clause in a printed form. On its wording it did not in the circumstances of the present case achieve its underlying purpose. But it would be effective in other cases. That circumstance did not demand or justify any strained interpretation of clause 42.

A contrary construction inevitably resulted in the conclusion that the disponent owner, by agreement, should forfeit valuable rights which a carrier normally had against charterers, without receiving any other enforceable rights against the charterer in return.

Such a result was so unreasonable and uncommercial that, unless one was driven to it by the clearest language, it could not be entertained for a moment.

The implausibility of a bargain involving the surrender of valuable enforceable legal rights in return for no enforceable legal rights but for an expectation that all would be well, was self evident.

Disponent owners could not, in law, compel headowners to collect freight due under a subcharter or bill of lading contract. If the charterer was right, after supersession the disponent owner would be left with no effective legal rights to freight.

The language of clause 42, and the commercial reality that businessmen normally did not abandon enforceable legal right for mere speculative expectations, compellingly indicated that, on a proper construction of clause 42, there had been no supersession of the charterparty.

Accordingly, the arbitrators had jurisdiction to entertain the claims and cross claims. The appeal was allowed.

For the disponent owner: Angus Glenzie (Zainuddin & Co).
 For the charterer: Steven Berry (Soyons & Boyles).
Rachel Davies
 Barrister

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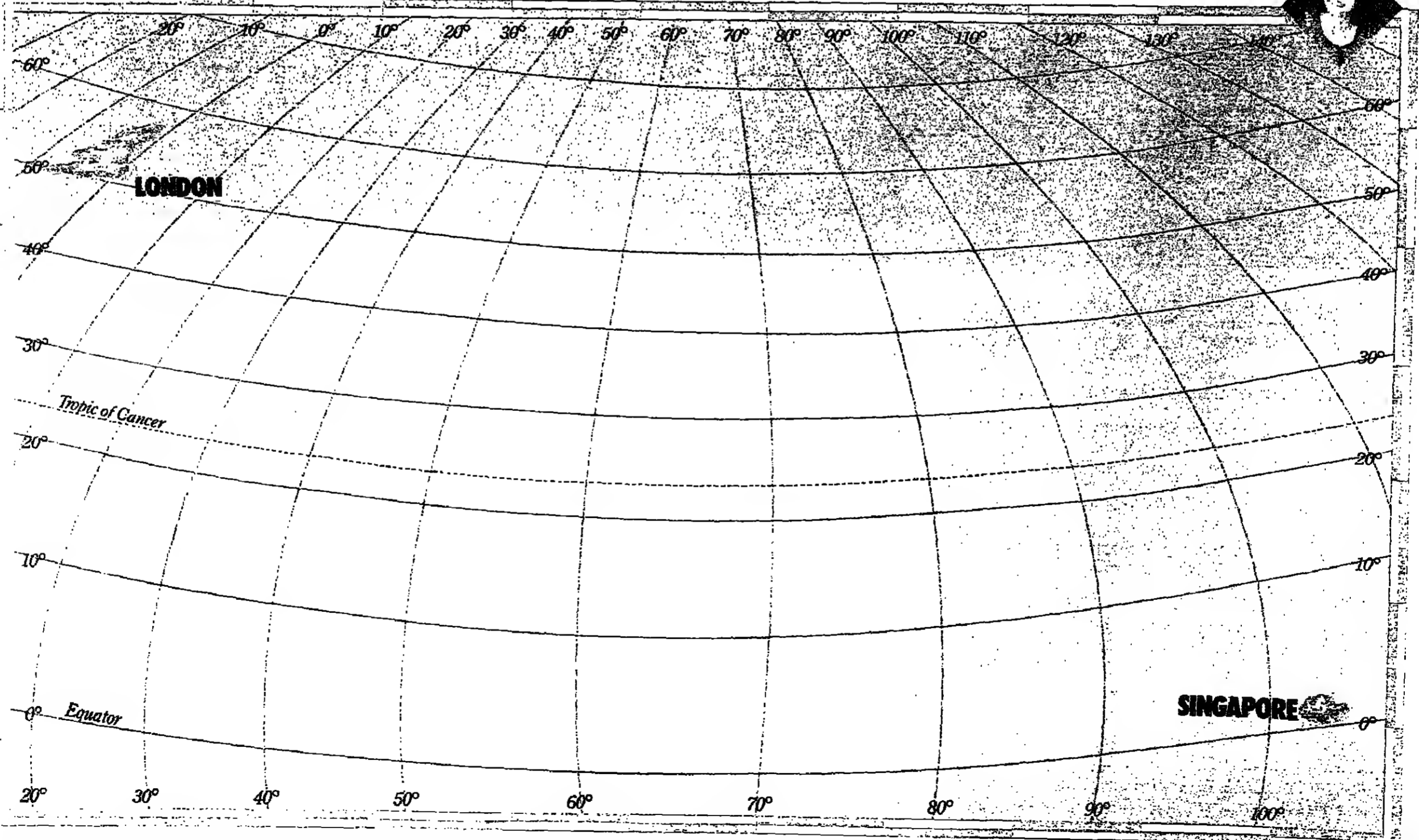
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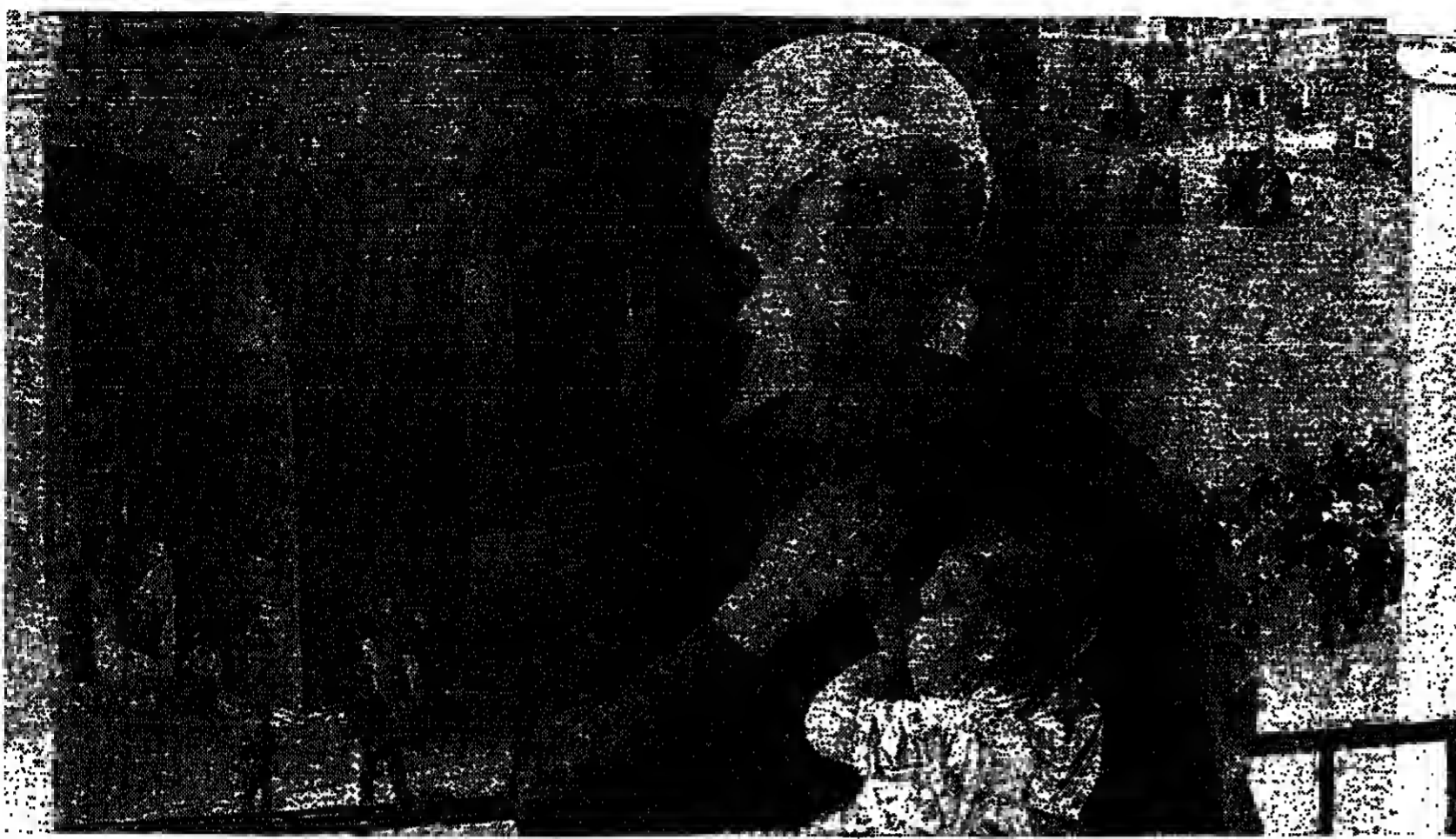
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ARTS



'1918 in Petrograd' by Kuzma Petrov-Vodkin; oil on canvas, 1920

Revolutionary before the Revolution

William Packer reviews an exhibition of Russian art in Turin

Fiat's Lingotto factory in Turin, built by Mario Trucco in the early 1920s, was a revolutionary building in its time with its modular construction, its long assembly shops on five floors linked by ramps that led to the test track on the roof...

grass (1913); Goncharova with her futurist cyclist (1913); and Popova with authentic cubist figures (1915). Lesit'sky, Tatlin, Gabo, Pevsner: all are here. And there is copious documentation of Russia's contribution to cinema, music, theatre, architecture, literature.

best is a story already known: the academism of the 1870s giving way to the influence of post-impressionism towards the end of the century, the cosmopolitan sophistication, and then the astonishing avant-garde radicalism that led on to the development of constructivism and surrealism in the years before the Great War.

1913 by Robert Falk, an expressionist village of 'Old Rus' and a Cezannesque portrait of an old man, with two more from the early 1920s, including an extraordinary large still-life of a black bottle with red furniture. He died in 1958, at the age of 72.

Appointments at the Guildhall Clive Timms, Assistant Music Director at Opera North since 1978, has been appointed head of Opera Studies at the Guildhall School of Music and Drama...

Nash Ensemble ALMEIDA FESTIVAL The Nash's Sunday contribution to the festival counted as the first of their centenary concerts, but it was a relatively modest affair...

There are some great painters here who are too little known to us, represented by first-rate examples of their work; we need to see more of what they did and know what became of them.

At the entrance to the show sits a reconstruction of Tatlin's mammoth tower to the 3rd International, which was never built, a symbol of all the fondest, brightest hopes of the Revolution.

Julius Caesar

LUDLOW FESTIVAL

The handsome set by Ray Lett against the Ludlow Castle wall does not represent ancient Rome or indeed anything much. It provides various stepped levels from which to speak, various openings for entry and exit...

Caesar himself (John Franklyn-Robbins) is every inch a dictator (except for his wife Calpurnia). He dies bravely, knocking Casca head-over-heels before the rest of the conspirators join the attack.

His subsequent return to warn of Philippi is rather effectively made in the shape of a cloud of steam, his voice a sinister distant call; and to match this effect, steam rises over the subsequent battles to show the old dictator's posthumous presence.

B.A. Young

Casken and Harvey

UNION CHAPEL, ALMEIDA FESTIVAL

As a prelude to this week's world premiere of John Casken's opera, Colera, the Almeida Festival offered Saturday's mainly-Casken programme at the Union Chapel.

of the imagery of fire that has preoccupied Casken in earlier song cycles, elaborates a rich tracery of exotic figuration, glinting with post-Debussyan tints and Roussel-like harmonic astrangement...

was Piper's Linn (1984), an instrument-and-tape tapestry for the Northumbrian piper Richard Butler, which creates a landscape of sound for the piper - a marriage of simplicity and sophistication expertly judged.

Max Loppert

BOOK REVIEW

Feminist critique of opera

OPERA, OR THE UNDOING OF WOMEN by Catherine Clément

There is without doubt a niche beckoning for a full feminist history of opera. It is not an analytical tool to set alongside the Marxist and psychoanalytic commentaries that continue to enrich our contemporary understanding of the art form...

is prefaced by an exegesis on menstruation myths among the Cashinawa Indians. In small quantities this rich mix is stimulating, even when it seems misapplied.

Others have one left with some teasing one liners. 'Inside Don Giovanni is hidden the fantasy of almost every man in love with opera.'

Andrew Clements

ARTS GUIDE

June 23-29

OPERA AND BALLET

London

Royal Opera, Covent Garden. Le nozze di Figaro. In Johannes Schuss's very successful 1987 production, returns with substantially the original cast...

Paris

Théâtre des Champs Elysées. Stuttgart ballet: The Turning of the Screw with Marina Baydina and Richard Cragun to John Cranke's choreography (4793687).

Brussels

Théâtre Royal de la Monnaie. The Norman Opera with Ugo Benelli, Joanna Kocijovska and Marek Totewski performs Mozart's La Finta Giardiniera conducted by Sylvain Cambiague.

Vienna

Shostakovich. Die tote Stadt conducted by Heinrich Hollnreiter, with Karen Armstrong, Anna Gouta, Georg Feby. The Cincinnati conducted by Ivan Fischer, and sung by Edith Gruberova, Jerry Hadley, James Morris and Sara Gheorghiu.

Milan

Teatro Alla Scala. Rimsky-Korsakov's La Fianza della zingari. In Luca Ronconi's production, designed by the architect Gio Aulenti. The cast includes Lucia Mazzara, Carlo Gatti, conducted by Gennady Rozhdestvensky (80126).

Florence

Teatro Romano. Francine Lancelotti's Rite of Danericaa company performing renaissance dances from the late 1700s, in co-production with the International Dance Biennale of Lyons (2772235).

Amsterdam

The School of American Ballet with Balanchine's Serenade, Episodes and Symphony in C, and Bournoisville's Life Guards of Amour (Mon), and Balanchine's Signe Dance. With Francesca and Martin's company in C, closing with Martins'.

Frankfurt

Theatre-Dance Project Tokyo-Berlin 1988. The Detective from China. Parco Space Part 3, Shibus (Tues, Wed, Thur) (477 555).

Tokyo

Tokyo Globe Theatre. Rossini's Oello (sung in Japanese) (Thur) (360 1151).

Los Angeles

Los Angeles Academy of Music. The Vaganova Academy of Leningrad's Kirov Ballet in two Fokine and Petipa programmes (Tue, Thu).

Berlin

Theater des Westens. Così fan tutte in Götze Friedrich's production features Angela Denning, Keith Lewis and Ute Walther. Schostakovich's opera Cosette has Donald George in the title role. Also Riposte, produced by Hans Neuenfels, and the ballet Giselle.

Hamburg

Opera. Ariadne auf Naxos is a guest performance from the Dresden State Opera. The Joffrey Ballet New York/Los Angeles appears with choreography by Paul Taylor, William Forsythe and Gerald Arpino. Also a Nijinsky gala, and a homage to Jose Limon with four ballets.

Cologne

Opera. La Clemenza di Tito has Josef Proschka, brilliant in the title role and Die Zauberflöte with Eberhard Buechner, Dieter Schweitert and Edie Hoharth. Labenham is well sung by Eberhard Buechner, Manfred Schenk, Nadine Secunde and Eva Rudova.

New York

New York Grand Opera. Vincent La Selva conducts a fully staged free park performance of Nabucco with Lee Roisman in the title role, with Pamela Kucenic as Abigail and Stefan Szkafarowsky as Zaccaria (Thur). Central Park Bandshell at 72nd St. American Ballet Theatre. Storm Lake and La Sylphide highlight the last full week of the season preceding the final weekend of Swan Lake. Lincoln Center Opera House (362 9000).

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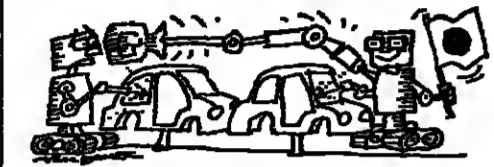
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INSIDE

They don't build em' like they used to



At Cassino, near Naples, and Erden in West Germany stand the "showcase" car assembly plants of Fiat and Volkswagen...

A walk on the wild side

Last year 1,820 British farmers set aside land in response to the Government's offer of £20 an acre to compensate them for loss of income...

Gestetner far from stationary

Gestetner, the office equipment group headed by Mr Basil Sellers (left), yesterday announced a 28.6 per cent rise in pre-tax profits for the six months to April 30...

Cloudless sky with a silver lining

Last year's drought was the best thing that could have happened to US farmers, argues John McGinty, an analyst with First Boston...

Tokyo gets its nerve back

The Japanese equity market regained some of its nerve last week as the yen's slide against the dollar was halted...

Market Statistics table with columns for Bond, FT-4, FT-100, FT-1000, FT-10000, FT-100000, FT-1000000, FT-10000000, FT-100000000, FT-1000000000.

Companies in this section table listing various companies like AMI, Airtrons, American Business, BBL, Bardons Group, etc.

Chief price changes yesterday table with columns for Frankfurt (DM), Paris (FF), London (Pence), and New York (Dollars).

London (Pence) table listing various companies like BAT Inds, BEE, Daily Shop, etc.

Sony calls for \$1.55bn to fund expansion

By Robert Thomson in Tokyo

SONY, the Japanese consumer electronics maker, is to raise about ¥220bn (\$1.55bn) next month in a share issue designed to fund the expansion of semiconductor production by subsidiaries to Japan and to expand its television interests in the US...

La Générale placing finds investors eager

By Tim Dickson in Brussels

THE OFFER for sale of BFR21bn (\$615m) of shares in Société Générale de Belgique - the biggest ever Belgian stock market operation of its kind - was officially declared a success yesterday...

Alan Bond's corporate obituary has been prematurely written almost as many times as the burly Australian entrepreneur has been photographed holding a can of his Castlemeane XXXX lager...



Bond: the picture gets even fuzzier

Bruce Jacques in Sydney looks at yesterday's twin setback for the embattled Australian entrepreneur

First, the English-born Mr Bond, who became an Australian hero by bringing the America's Cup to his adopted home, suffered indignity when he was declared by the Australian Broadcasting Tribunal a person not fit and proper to hold broadcasting licences...

has insisted on detailed disclosure before both companies put the brewery deal to shareholders. These include five-year accounts from the brewing operations and two valuations on whether the price tag is fair...

Panel hears Gateway wrangles

By Nikki Tall in London

THE HOTLY-CONTESTED battle for control of Gateway, Britain's third largest food retailer, yesterday became embroiled in a day of wrangling at the Takeover Panel, Britain's watchdog on takeovers...

This compares with the 230p-a-share cash option from Isoceles. The rival bidder, a partnership of Wasserstein Perella, the US corporate finance house, and Great Atlantic and Pacific Tea Company, the fourth largest food retailer in the US, is offering 237p in cash - although, unlike Isoceles, it has not declared their terms final...

First listing for German buy-out

By Andrew Fisher in Frankfurt

EX-CELL-O, the West German machine tool manufacturer, is about to become the first German company to be quoted on the stock market after a management buy-out...

was occurring faster than expected. The buy-out was financed by bank borrowings and equity from Schroder's German and UK buy-out funds. Since then, Ex-Cell-O has benefited from a surge in European engineering orders - its main customers are the motor and machinery sectors - closed down its loss-making UK operation and begun to expand in the US, where it is on the look-out for an acquisition to raise capacity...

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INTERNATIONAL COMPANIES AND FINANCE

Davy shrugs off problem at West German plant

By Vanessa Houlder in London

DAVY Corporation, the UK engineering and construction group, increased pre-tax profits from £10.5m to £28.8m (\$45m) for the year to March 31, after shrugging off a technical problem at a West German plant which slashed profits last year.

The results, announced yesterday, were at the upper end of analysts' expectations and the share price rose 5p to 254p.

Lord Jellicoe, chairman, said there had been an exhaustive review of the basic design of the West German fine gas desulphurisation plant, which led to last year's exceptional provision of £17.2m.

The group was now confident about the process, which had become more important with the growing worldwide concern over atmospheric pollution, he said.

Turnover increased by 21.6 per cent to £988.19m from £796.28m last time. Profitability improved in all the main businesses, but lack of work meant that the offshore division continued to make a loss, albeit reduced from £4.1m to £2.8m.

Mr Roger Kingdom, chief executive, said the division was expected to return to profit as a result of a £12m contract to provide a floating production facility for Sovereign's Emerald oil field in the North Sea. A strong intake of orders had continued and the forward workload had increased by 26 per cent to £1.24bn.

He highlighted the impact of the UK Government's recently announced road building programme on Davy's construction division. He also said that increased environmental awareness had benefited Davy's business concerned with cleaning effluents and providing clean air and water.

Davy was looking at collaborative ventures in Continental Europe and was also planning substantial acquisitions for its services division which could expand its geographical base and range of services.

Interest received totalled £5.68m against £5.15m last time. The balance sheet was strengthened by a property revaluation, which helped increase consolidated net assets from \$69m to \$98m.

An extraordinary credit of £2.6m resulted from the profit on the sale of Davy's 49.2 per cent in Seneca, a manufacturer of retailers' security tags. *Lex, Page 26*

Tampella to buy Italian packaging company

By Our Financial Staff

TAMPPELLA, the Finnish engineering and forest products group, is to acquire the Italian packaging company Carta Cartoni Cellulosa Group (CCC) for an undisclosed sum.

The Finnish company said that the acquisition would give it a firm presence in the growing Italian packaging industry.

The Italian group consists of three paper mills, two corrugated sheet and box plants and a partly-owned box plant. Its annual net sales are about £110m (\$77.7m), Tampella said. Part of the deal will be paid for with an issue of up to 633,500 shares to CCC, with detailed terms to be worked out later.

CCC would produce about 130,000 tonnes of paper in 1989, about 14 per cent of domestic demand for corrugated board. It would also produce about 150,000 tonnes of corrugated board and 60,000 tonnes of boxes, a market share of about 7 per cent, Tampella said.

CCC and Tampella's packaging division, which has annual net sales of \$150m, will be able to co-operate in several fields, including product design and development and packaging systems automation.

Mr Mario Castellini will continue as managing director of the CCC group in Italy. Tampella said that the Castellini family's large stakes in Tampella that would result from the deal would make further co-operative ventures possible.

Yesterday Tampella also announced pre-tax profits before appropriations of Fm152m (\$55.2m) in the first four months of 1989, up from Fm122m in the same period last year. Group sales jumped from Fm1.38m to Fm1.75m.

BBL blows its' investors cover

The shadow of Mr Carlo De Benedetti, the Italian industrialist, was hanging over Banque Bruxelles Lambert (BBL) yesterday as shareholders gathered to vote through an important change in the company's statutes.

As expected, a huge majority agreed to the board's proposal that any investor who holds 8 per cent or more of the bank's shares will have to announce them publicly in future. This is a new and disconcertingly unfamiliar transparency in a country known for discreet anonymity and conspicuous lack of disclosure.

Yesterday's extraordinary general meeting was a result of Belgium's new transparency law passed on March 15, itself one of the consequences of Mr De Benedetti's spectacular - if unsuccessful - takeover bid for Société Générale de Belgique at the start of 1988. Then, to widespread amusement both inside and outside Belgium, he was able quietly to build up an 18.6 per cent stake in the prized holding company.

The shock waves from the subsequent battle can still be felt in Belgian commercial, financial and political circles, and the new statute disclosure law is one manifestation of the strong desire that such a bitter and unregulated stock market fight should never be repeated.

The law sets a disclosure threshold of 5 per cent for all Belgian public companies with capital above BF125m (\$4.12m) - roughly 150 enterprises in all, according to the Banking Commission.

However, BBL, in common with the chemical company UCB, is exercising the option to fix a tougher limit of 5 per cent because, as Mr Jacques Thierry, its president, said yesterday: "Our stock market capital is some BF132m, 3 per cent represents about BF4.5m, and that seems to us to be a significant amount of money."

Outside might wonder why Mr Thierry is so keen on BBL's independence and the "autonomy" of the Belgian banking sector, as he put it yesterday. After all, the bank was keen to point out that if employees are taken into account (between 5 and 8 per cent of the total), the group of "stable shareholders" sometimes referred to as the "syndicate" already control more than 50 per cent.

They include Groupe Bruxelles Lambert (GBL), the holding company of Mr Albert Frère which is often wrongly confused with the bank, with 10.44 per cent; Royale Belge (effectively controlled by GBL), 9.38 per cent; the Italian institution SBI with 6.91 per cent; the Swiss insurer Winterthur with 4.09 per cent; and the UK's Merchant Navy Pension Fund with 4 per cent.

However, while BBL remains serene in public, the management probably shares the doubts of some analysts about the solidity of this supposedly safe shareholder core.

The same analysts, meanwhile, are waiting anxiously to see what happens on July 3 - the deadline fixed by the Banking Commission for shareholders in companies to notify their large stakes. (New stakes above 5 per cent must be notified within two days to the Banking Commission and to the company, which must then publish the information through the Stock Exchange on the following day.)

Among the companies which will be subject to close scrutiny are Petrofina, the oil company, and Tractebel, the energy and telecommunications concern. The two companies were subjects recently of what was in effect a share exchange between La Générale and GBL, and Tractebel has performed mysteriously strongly on the stock market in the last few weeks.

Other companies on the list will be the retailer GIB (formerly GB-Inno-BM) and the small plastics company De Ceuninck, whose shares have been strong in a dull market.

Although the new disclosure law may be proving good sport

Banque Bruxelles Lambert has changed its rules to force shareholders with more than 3 per cent to declare their holding. Investors are manoeuvring to avoid this unwelcome spotlight, writes Tim Dickson

for the brokers, it appears to be turning into something of a nightmare for the large number of individuals in Belgium (or "personnes physiques") who have stakes above 5 per cent in local quoted companies.

Under a special exemption clause they will be allowed for the next two years to make themselves known to the Banking Commission, which will, if they so desire, pass on the details of their holding anonymously to the company in question.

But that safeguard is due to run out in 1991 when Belgium comes into line with the relevant European Community directive. So individuals anxious about their cover being blown are understood to have been frantically contacting lawyers to Brussels to find out what they can do.

Apparently some are frightened of becoming kidney targets - in Belgium, many rich people deliberately adopt a modest lifestyle for fear of attracting attention. Others worry about the tax authorities finding out too much about their affairs or precipitating feuds reminiscent of those in the liveliest episodes of the soap opera Dallas, as rival members of families discover previously well-disguised estates.

Unimpressed by the Banking Commission's avowed determination to get to the bottom of beneficial ownership, one lawyer commented yesterday: "I think there is a simple solution. Individuals will set up their own holding companies either in Belgium or abroad and I think the people behind them will be very difficult to trace."

VNU sells three US magazines

By Laura Raun in Amsterdam

VNU, the Netherlands' largest publisher, announced yesterday that it had sold three electronics magazines in the US with a combined turnover of Fl 50m (\$25m). The buyer is an unnamed US publisher of trade journals.

However, in contrast to earlier expectations, VNU said it would keep one magazine, Monthly Computing, because no potential buyer was willing to pay enough. Monthly Computing has a turnover of Fl 65m, a circulation of 500,000

and it employs 50 people.

The Dutch publisher had intended to sell VNU Business Publications, its US subsidiary that runs the electronics trade journals. The disposal was aimed at allowing VNU to concentrate on business information services in the US, business publications in Europe and consumer magazines generally.

VNU refused to disclose the price of the three trade journals - Electronic Design, Electronic Magazine and Micro

and it employs 50 people.

The sales will have no "nominal value" effect on the 1989 results, according to VNU. Last week the Haarlem-based publisher bought three business information companies in the US.

SHV, the Dutch energy and wholesale/retail goods concern, said yesterday that it is considering the disposal of a 12 per cent stake, worth around Fl 307m, that it has built up quietly in the food retailer Abhold over the past year.

Indevo and Infina call off merger plan

By Robert Taylor in Stockholm

A PLANNED merger between Indevo, the Swedish management consultancy, and Infina, the Swedish financial group, has been abandoned.

Indevo, which has its European headquarters in London, said that the main reason was "the projected pace at which the two companies intend to expand their international capabilities."

The company added that, although Infina intended to make its market base more international, it did not wish to

commit itself now to the level of investment maintained by Indevo.

Both companies have decided that "at least in the immediate future, the costs of rapid international expansion for a merged group would outweigh the savings achieved by synergy between the two companies."

Dr Bertil Sjogren, chairman of Indevo, expressed his regret at the failure of the merger, which was planned as part of the company's strategy to cre-

ate a competitor to McKinsey and Co in management consultancy in western Europe. But he added: "We will not be changing our strategy. At the moment we are talking with companies in Britain, West Germany and France and we hope to have made deals with two of them before the end of the summer."

Also yesterday, Infina announced that it had reduced its profits forecast for 1989 from SKr150m (\$22.8m) to SKr100m.

Henkel sees growth

HENKEL, the West German applied chemicals group, said it expected double-digit growth in turnover this year after sales rose by 12 per cent in the first five months, Reuter reports.

The company also aimed to increase group net profit.

ZCCM posts 500% increase in profits

By Nicholas Woodworth in Lusaka

DESPITE falling levels of copper production, Zambian Consolidated Copper Mines has posted a net profit of ZK1,848bn (\$173m) for the financial year ended March 31, an increase of 500 per cent in local currency terms over the previous year's profits.

Fourth-quarter figures issued in Lusaka indicate ZCCM made a profit of ZK1,544bn on metal trading, compared with ZK727m in the corresponding quarter of 1988. Net profit for the quarter after tax and other charges

came to ZK911m. Total quarterly sales revenues increased 68 per cent to ZK6,011m.

ZCCM's huge jump in profits has been due not to increased production but to the steep rise in world copper prices and last December's devaluation of the kwacha.

Zambian copper production has been severely affected by a number of factors. These include slumps due to time lost in over-burden removal in ZCCM's open-cast mining operations, the laying-off of expatriate managerial staff as

a result of a ZCCM "Zambianisation" programme, a deterioration in mine and machine maintenance and a shortage of foreign exchange for vital spare parts.

During the third quarter, a period of world record copper prices, Zambia was unable to sell 22,000 tonnes of produced copper because of bottlenecks in its railway system.

Copper production for the fourth quarter of 1988-89, at 110,712 tonnes, was 6,579 tonnes lower than in the corresponding period of 1987-88.


Total copper production for the financial year was 416,648 tonnes, 57,439 tonnes lower than the previous year.

Aiming at a total annual production of 500,000 tonnes, ZCCM fell short of target by 17 per cent.

ZCCM's cobalt production, at 1,263 tonnes for the fourth quarter, was 9 per cent lower than in the corresponding quarter in 1987-88; lead production, at 1,284 tonnes, was 10 per cent lower; while zinc production, at 2,162 tonnes, was 36 per cent lower.

This announcement appears as a matter of record only.

New Issue 23rd June, 1989



NAGOYA RAILROAD CO., LTD.

U.S. \$200,000,000

4 1/8 per cent. Notes 1993

with

Warrants

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Issue Price 100 per cent.

<p>Yamaichi International (Europe) Limited</p> <p>IBJ International Limited</p> <p>Goldman Sachs International Limited</p> <p>Daiwa Europe Limited</p> <p>Nomura International</p> <p>Baring Brothers & Co., Limited</p> <p>Chuo Trust International Limited</p> <p>Deutsche Bank Capital Markets Limited</p> <p>Fuji International Finance Limited</p> <p>LTCB International Limited</p> <p>Marusan Europe Limited</p> <p>Mitsubishi Trust International Limited</p> <p>Morgan Grenfell & Co. Limited</p> <p>New Japan Securities Europe Limited</p> <p>Paribas Capital Markets Group</p> <p>Taiheyo Europe Limited</p> <p>UBS Phillips & Drew Securities Limited</p>	<p>Tokai International Limited</p> <p>The Nikko Securities Co., (Europe) Ltd.</p> <p>Banque Bruxelles Lambert S.A.</p> <p>BNP Capital Markets Limited</p> <p>Credit Suisse First Boston Limited</p> <p>Robert Fleming & Co. Limited</p> <p>Kleinwort Benson Limited</p> <p>Maruman Securities (Europe) Limited</p> <p>Merrill Lynch International Limited</p> <p>J.P. Morgan Securities Asia Ltd.</p> <p>Morgan Stanley International</p> <p>Nippon Kangyo Kakumaru (Europe) Limited</p> <p>J. Henry Schroder Wagg & Co. Limited</p> <p>Tokyo Securities Co. (Europe) Ltd.</p> <p>Westdeutsche Landesbank Girozentrale</p>
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RAUMA-REPOLA Oy

has acquired

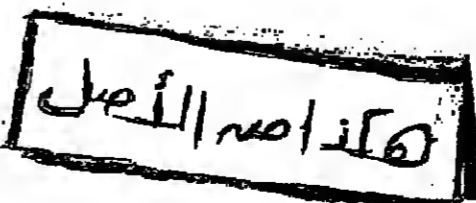
TIMBERJACK CORPORATION

On behalf of Rauma Repola Oy,
the undersigned acted as
transaction advisors.

BOOZ-ALLEN ACQUISITION SERVICES

BOOZ-ALLEN & HAMILTON INC.

June 1989



INTERNATIONAL COMPANIES AND FINANCE

US farmers set for shopping spree

Deborah Hargreaves on the upturn in demand for farm machinery

Last spring, Mr. Bob Hutcherson, an Illinois farmer, had just about scraped enough money together to replace his 25-year-old loader tractor. But as his crops sizzled in the worst US drought in 50 years, he began to wish he had never bought it and to wonder how he would meet the payments.

On Chicago's booming futures markets, the strong markets have boosted farmers' income. In spite of last year's crop losses, the replacement cycle for farm equipment back in motion.

Mr. McGinty says the industry recovery that started in 1987, when land prices finally bottomed out, was only temporarily halted by the drought and is now set to continue. He estimates a 20 to 30 per cent rise in demand for tractors, combines and combine harvesters this year.

The heavy discounting that had set farmers' equipment prices on a free fall for market share has abated in today's stronger markets. In addition, Tenneco's JI Case division - Deere's main rival - is under pressure to turn in a profit after last year's losses.

Curb on KLM's role in NWA

By Laura Raab in Amsterdam KLM ROYAL Dutch Airlines, which is involved in a \$400m tender offer for Northwest Airlines, will own about 10 per cent of the US airline but will have only 4.9 per cent of the voting rights if the bid succeeds.

The Dutch flag carrier is keen to link up with Northwest in flight routes, customer service, marketing and freight activities. In turn it will provide the prestige of its name and the benefits of its wallet.

The deal is subject to approval by the US Department of Transportation. If the offer succeeds, it would deal a damaging blow to Pan Am, which was offering to take over NWA to ensure the survival of its Pan American World Airways subsidiary.

AMI suffers sharp fall in earnings

By Anatole Kalinsky in New York

AMERICAN Medical International, the troubled Los Angeles-based hospital management group, reported a sharp fall in quarterly earnings, due partly to its sale of 36 acute care hospitals.

Petrobras may freeze 1989 investment

By John Barham in Sao Paulo PETROBRAS, Brazil's national oil company, has said it will freeze its investment budget at \$2.5bn this year unless the Government permits retail price increases for its products.

The cuts have fallen on the company's exploration, production and refinery budgets. The trimmed exploration and production budget - cut by 60 per cent to \$341m - now means that Brazil may have to increase oil imports in 1989.

Petrobras says it is not sure how much more oil it will import and that much depends on national economic performance in the second half. Inflation is climbing towards 30 per cent a month and if the economy slips into recession oil consumption will decline.

Alcan Aluminium Limited (formerly Aluminix Company of Canada, Limited) NOTICE OF EARLY REDEMPTION to the holders of 15% Debentures due 1992

Humberside

The Financial Times proposes to publish this survey on: 7th July, 1989 For a full editorial synopsis and advertisement details, please contact: Hugh G Westmacott on 0532 454969 Fax: 0532 423516

SEARS sets time for HQ move SEARS, Roebuck, the US stores group, will move from its Sears Tower headquarters in Chicago to the suburb of Hoffman Estates in the city in the next two-and-a-half to three years, AP-DJ reports.

ABBAY NATIONAL BUILDING SOCIETY GSE 128,900,000 Subordinated Floating Rate Note due 1995

AmeriGas, Inc. a wholly owned subsidiary of UGI Corporation has sold its Industrial Gases and Carbon Dioxide Divisions to BOC Group PLC

Humberside The Financial Times proposes to publish this survey on: 7th July, 1989 For a full editorial synopsis and advertisement details, please contact: Hugh G Westmacott on 0532 454969 Fax: 0532 423516

WE'LL MAKE THE GOING EASIER. When you're setting up or operating a business abroad some unexpected hitch can crop up, no matter how experienced you are here.

FUTURE OF EUROPEAN CAPITAL MARKET'S The Financial Times proposes to publish a Survey on the above on July 3rd 1989 For a full editorial synopsis and advertisement details, please contact: Richard Willis or Gillian King on 01-873 3699 or 01-873 4823

Jeil no 1250

INTERNATIONAL CAPITAL MARKETS

Tokyo to relax rules on Japanese Eurobond issues

By Stefan Wagstyl in Tokyo

THE JAPANESE Ministry of Finance has announced plans to relax rules on Eurobond issues by Japanese companies...

whether the moves would have immediate impact on the market. The present regulations were often evaded so the ministry's abolition of the 50 per cent rule would merely regularise the existing situation...

a shelf registration system for bonds introduced last year. In a further move to relax the regulations, the ministry intends to allow companies to register and carry out bond issues on any day rather than limiting registration to three set days a month...

London broker in French move

By Katharine Campbell

A LONDON money broking operation has launched a service which will initially cover a sector of the French Treasury market...

age to other markets, notably those in German, Dutch and Spanish securities. The team of four dealers has an informal co-operative arrangement with Grel, a French broker specialising in government bonds...

to service the roughly 350 international banks which are clients of Babcock & Brown (KB). It argues that, in spite of geographical proximity, the French bond market has been under-utilised by London-based firms as a result of poor communications...

FT INTERNATIONAL BOND SERVICE

Listed are the latest international bonds for which there is an adequate secondary market.

Table with columns for Country, Currency, Maturity, Bid, Offer, and Yield. Includes sections for US Dollar, Yen, and Swiss Franc.

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The prices over the past week were supplied by: Bankers Trust International, Krefeldbank AG, Commerzbank AG, Deutsche Bank AG, WestLB, Landesbank Girozentrale Bank, etc.

FT GUIDE TO WORLD CURRENCIES

The table below gives the latest available rates of exchange (rounded) against four key currencies on Monday, June 26, 1989. In some cases the rate is nominal. Market rates are the average of buying and selling rates except where they are shown to be otherwise. In some cases market rates differ from those of foreign currencies to which they are tied.

Table with columns for Country, Currency, and Exchange Rate. Lists various countries and their currencies relative to the four key currencies.

Special Drawing Rights January 23 2.5661 United Kingdom £1.24126 United States \$1.25364 Germany West 0.36363 Japan Yen 1.75760 European Currency Unit Rates January 26 1989

TRADE INDEMNITY THE CREDIT RISK MANAGERS

MUCKLOW A. & J. Mucklow Group plc. Issued by way of placing of £30,000,000 11 1/2 per cent. First Mortgage Debenture Stock 2014 at £99.107 per cent.

NOTICE OF PREPAYMENT. Caisse Nationale de l'Energie («CNE»). ECU 50,000,000 11 1/2% 1983-1995 Guaranteed Bonds.

Household Bank f.a.b. U.S. \$100,000,000 Collateralized Floating Rate Notes due June 1996. BRISTOL & WEST BUILDING SOCIETY Floating Rate Notes Due 1993.

UK COMPANY NEWS

Second half pegs Berkeley Group to 25% increase

By Peter Pearce

BERKELEY GROUP, the specialist housebuilder and commercial developer, lifted taxable profits 25 per cent from £17.7m to £22.11m in the year to April 30. Turnover in the period advanced 51 per cent to £189.05m.

However, Mr James Farrer, chairman, said that, as he had foreshadowed in his interim statement, the second half had seen a slower growth rate in sales. Despite this, residential building lifted profits to £21.23m (£15.75m) on turnover up 47 per cent to £135.28m (£92m). This compares with the rise of 75 per cent achieved in the first six months.

Commercial development contributed £213,000 (nil) on turnover of £3.75m (nil). The joint venture companies again increased their contribution, from £1.18m to £3.01m. Interest receivable and similar items fell to £219,000 (£1.26m).

After tax of £7.88m (£8.31m), earnings increased to 34.2p (28.2p). The directors have proposed raising the final dividend to 3p (2.5p) to make 4.5p (3.5p) for the year.

Mr Farrer said that the rise in interest rates, the ending of double mortgage relief and the sharp rise in house prices in 1987/88 had caused a slowdown in the housing market, especially in the south where the company's business is concentrated.

However, even in such adverse economic conditions, the company achieved satisfactory results in all its operations, with good figures from Clare Homes, Berkeley Homes, Berkeley Homes (Kent) and Berkeley Homes (Sussex). Mr Farrer said that he viewed the immediate future with some caution and would continue to do so until there is a reduction in interest rates and a return to confidence in the housing market.

Even though the group's forward sales were at a lower level than at this time last year, he believed that the action taken, coupled with the commitment to current trading, tight financial control, strong cash flow and experienced management, all put the group in a strong position.

All divisions help Wyndham rise to £3.2m

WYNDHAM GROUP, the Cardiff-based property investment, vehicle distribution, financial services and engineering company, saw taxable profits leap from £1.29m to £3.2m in the year to March 31.

Mr Brian Brownhill, chairman, said that all divisions of the group had produced results ahead of their respective budgets.

The group's net worth had more than doubled to £22.5m over the period, he added, representing a net asset value of 401p per share. Wyndham shares closed at 337p yesterday.

Turnover expanded £19.57m to £38.15m. Earnings per 15p share rose to 51.6p (38.5p) and the total dividend raised to 4.5p (3p) via a proposed final of 3p.

Fletcher King profits rise 39% to £2.9m

FLETCHER KING, commercial estate agency and surveyor, reported a 39 per cent increase from £2.06m to £2.88m in pre-tax profits for the year to April 30, 1989.

Turnover rose 45 per cent from £8.77m to £8.4m and after tax of £1.06m (£767,000), earnings per 10p ordinary came out 31 per cent higher at 21.5p (16.4p). The proposed final dividend is increased from 4.75p to 6.3p making a total of 10.6p (7.25p).

The figures included a first full-year contribution from Howard Associates. Mr David Fletcher, chairman, said that its profit projections were exceeded.

He added that despite the recent rise in interest rates no slackening in business had been seen.

Tamaris more than doubled

TAMARIS, the nursing home and rehabilitation centre operator, more than doubled its pre-tax profits from £109,019 to £269,562 in the year to March 31.

There was a turnaround in interest, with £25,970 receivable this time, against £262,521 payable last. Turnover was up from £1.85m to £2.15m, although other operating income fell from £56,259 to £2,382.

In line with last July's forecast, a dividend of 2p has been recommended. There was an extraordinary credit of £125,427, which relates to litigation. £91,704 recovered from the liquidator of one of its subsidiaries, and £33,723 of released provisions found to be unnecessary. Taking these items as extraordinary forced earnings, at the basic level, down to 0.54p (1.54p) per share. Adjusted, they were 1.65p.

LAWSON profits decline by 13%

LAWSON, the Irish agricultural concern whose shares were placed on the USM in Dublin last November, saw interim profits for the six months to March 31 decline almost 13 per cent to £22.82m (£25.82m) from £23.1m.

Turnover for the period was up from £72.51m to £113.52m, tax took £175,000 (£150,000) and minority interests £100,000 (£80,000) leaving earnings of 3.4p (4.7p) for a 1.9p interim dividend.

John Swan advances to £317,000

John Swan & Sons, livestock auctioneer and estate agent,

achieved £316,971 pre-tax against £204,472 on turnover of £1.3m (£1.2m) in the year ended April 30, 1989.

A single final dividend of 12p (10.5p) is proposed, with earnings per share standing at 38.5p, up from 20.6p.

The current year had started well, with cattle prices firm, but much depended on the prices for store cattle this autumn, the company said.

Institutions take 24% Summer stake

A stake of around 24 per cent in Summer International, the training and education group, has been placed with institutional investors at 52p per share.

The shares were owned by the vendors of Cranbrook Training and Recruitment, the secretarial training company, which Summer acquired in 1988. Summer's shares closed 2p higher at 102p.

Unit Group expands by 28% to over £1m

Unit Group, the UK's largest manufacturer of wooden pallets for industry, achieved a 28 per cent rise in pre-tax profit from £216,000 to £276,000 for the year ended March 31, 1989, on turnover up from £19.24m to £24.45m.

A final dividend of 2.5p (3.75p) was proposed, making 5p for the year, unchanged on the 1988 total.

After a substantially increased tax charge of £262,000 (£24,000) earnings per 20p share stood at 17.6p (18.1p). The company is currently quoted on the Third Market and hopes to seek a listing on the USM early in 1990.

Gross profit stood at £4.42m (£3.36m), denting by administrative expenses sharply increased to £3.06m (£1.82m) and distribution costs up to £995,000 (£722,000).

It's all a matter of balance

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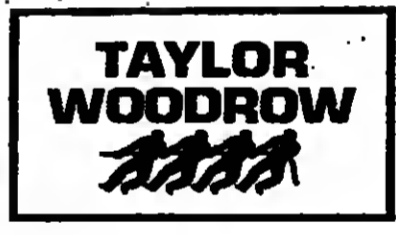
of the world's most demanding contracts. Added to all this is our growing strength in minerals and trading.

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Supporting Free Enterprise

This information has been approved by Touche Ross & Co., who are authorised to carry out Investment Business by the Institute of Chartered Accountants in England and Wales.

CORPORATE FINANCE

The Financial Times proposes to publish this survey on:

12th July 1989

For a full editorial synopsis and advertisement details, please contact:

DAVID REED
on 01-873 3461

or write to him at:

Number One
Southwark Bridge
London
SE1 9HL



CHEMICALS INDUSTRY

The Financial Times proposes to publish a Survey on the above on

11 JULY 1989

For a full editorial synopsis and advertisement details, please contact:

DENIS CODY

on 01-873 3301
or write to him at:

Number One, Southwark Bridge
London SE1 9HL



Anglia Building Society

£150,000,000 Floating Rate Notes 1996

In accordance with the provisions of the Notes, notice is hereby given that the rate of interest for the three month period 23rd June, 1989 to 25th September, 1989 has been fixed at 14.205 per cent per annum. Coupon No. 12 will therefore be payable on 25th September, 1989 at £3,659.27 per coupon from Notes of £100,000 nominal and £182.91 per coupon from Notes of £5,000 nominal.

S.G. Warburg & Co. Ltd.
Agents Bank

UK COMPANY NEWS

Office equipment group plans sizeable acquisitions within the next two years.

Gestetner shows 29% advance to top £16m

By Vanessa Houlder

GESTETNER, the office equipment group, yesterday announced a near-29 per cent rise in pre-tax profits from £12.6m to £16.2m for the six months to April 30.

per cent, after increasing from 6.8 per cent to 7.8 per cent. Mr Basil Sellers, chairman, said that all major subsidiaries were now operating profitably.

Diluted earnings per share (excluding the convertible loan stock held by AFP Investment Corporation, the Australian group which took management control in November 1986) increased over 28 per cent to 15.4p (12p).

and the shares moved up strongly before settling at 279, a net gain of 2p. But although more work on margins and working capital should bring further gains in the next couple of years, attention has now moved away from the turnaround and is focusing instead on the acquisition plans.



Basil Sellers, chairman of Gestetner, said that all major subsidiaries were now operating profitably.

Airtours shows £3.9m loss and warns of 15% drop in market

By Edward Sussman

THE UK PACKAGE tour business is continuing to decline, according to Airtours, a leading operator in the sector, although it said its business is showing improvement.

"People tend not to give up their holidays too easily," said Mr Hugh Collinson, managing director. "It's one of the last things they give up."

up from 90,000 in the previous year, generating turnover of £24.74m (£17.8m). More than 600,000 passengers are expected for the full year.

Improved pig prices lift Cranswick to £670,000

AN INCREASE in pig prices in the second half helped Cranswick Mill Group recover from lower pre-tax profits at the interim stage.

unchanged final dividend of 3.7p for a same-again total for the year of 5.56p.

WPP profit 'in line with expectations'

By Nikki Tait

CURRENT YEAR results at WPP, the UK-based advertising agency and marketing services group, were "on budget", Mr John Symonds, chairman, told shareholders at yesterday's annual general meeting in London.

Sea Containers valuation excludes debt items

SEA CONTAINERS, in a Securities and Exchange Commission filing, said reports quoting the value of its business units at about \$2bn exclude its debt and redeemable preferred stock, Reuters reports.

Ratners' substantial growth in UK continues

NEW MERCHANDISE introduced to Zales, the jewellery chain acquired from Next last November, was "achieving outstanding results" with like-for-like increases running at over 35 per cent.

BOARD MEETINGS

Table listing board meetings for various companies including Anchor Int, Aukland Associates, and others, with dates and times.

Jefferson Smurfit

Jefferson Smurfit has exercised its option to increase its beneficial interests in the Colombian interests of Container Corporation of America from 25 per cent to 64 per cent for \$58m (£37.23m) cash.

Ratners' substantial growth in UK continues

Trailing at Starling, the US operation remained "very strong", Mr Ratner said, with sales growth into double figures.

Dublin placing for Celtic Gold

Celtic Gold, an Irish exploration company, is joining the Third Market in Dublin, through a placing which will raise £1.08m (£964,000).

Leading Leisure

Leading Leisure has acquired Dobby Parklands, Cornish pleasure parks operator, for £1.06m cash and £840,000 of borrowings.

COMPANY NEWS IN BRIEF

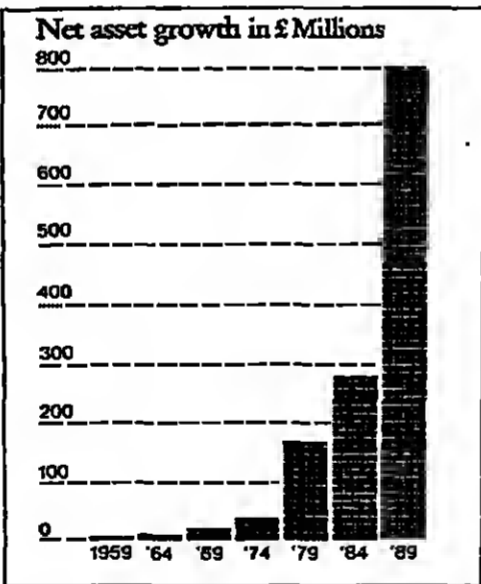
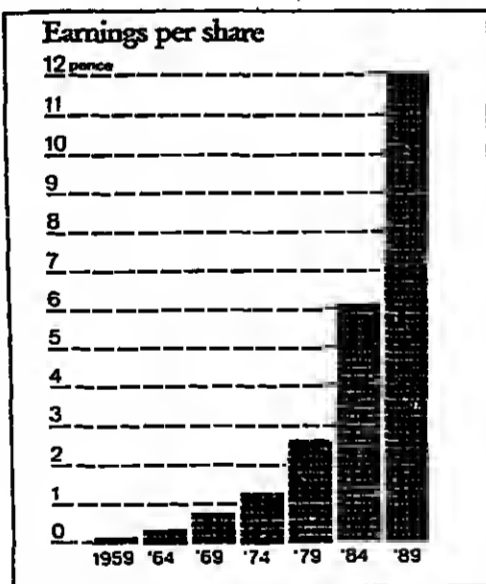
EMAP has sold Bournemouth StreetLife, the free newspaper, to Southern Newspapers. GREENWICH COMMUNICATIONS has sold its Greenwich Cablecast subsidiary and South East London Cable, its wholly-owned subsidiary, to Cable Road (UK) for £750,000.

DIVIDENDS ANNOUNCED

Table listing dividends announced for various companies including Airtours, Amer Business, and others, with current and total payments.

THIRTY YEARS ON... THIRTY YEARS ON... THIRTY YEARS ON... THIRTY YEARS ON... THIRTY YEARS ON... THIRTY YEARS ON...

THIRTY YEARS OF SUCCESS



THE RECORD SPEAKS FOR ITSELF

YEAR ENDED 31ST MARCH 1989

Table showing financial performance metrics for 1989: Net income before tax £29.36m (+19%), Total dividend per share 9.0p (+11%), Net assets per share 488p (+40%), Total property assets £942m (+39%).

The Board is proposing a one for five scrip issue and, in the absence of unforeseen circumstances, intends to maintain the dividend of 9p on the increased capital.

GREAT PORTLAND ESTATES

PROPERTY INVESTMENT AND DEVELOPMENT

For a copy of the 1989 Report and Accounts write to the Secretary: Knighton House, 56 Mortimer Street, London W1N 8BD. Telephone: 01-580 3040

The directors of Great Portland Estates P.L.C. accept responsibility for the contents of this advertisement, which have been approved by Ernst & Whinney, a firm authorized by the Institute of Chartered Accountants in England and Wales to carry on investment business.

WATER INDUSTRY

The Financial Times proposes to publish a Survey on the above on

25th July 1989

For a full editorial synopsis and advertisement details, please contact:

DENIS CODY

on 01-873 3301

or write to him at:

Number One, Southwark Bridge London SE1 9HL.

FINANCIAL TIMES

NOTICE OF A SECOND MEETING OF THE HOLDERS OF BANK OF HELSINKI LTD.

No quorum having been reached at the first meeting held on June 6, 1989 a second meeting of the holders of BANK OF HELSINKI LTD. (UNION BANK OF FINLAND LTD.) is hereby convened for the purpose of electing a new board of directors.

GRANVILLE SPONSORED SECURITIES

Table listing sponsored securities with columns for High/Low, Company, Price, Change, Div, and Yield.

These Securities are dealt in strictly on a matched buy/sell basis. Member of the Stock Exchange & TSA.

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Prices taken at 5pm and change is from previous close at 9pm

TECHNOLOGY

Productivity race tests the showcases

John Griffiths on Fiat's and VW's response to the Japanese challenge inside Europe

When Fiat and Volkswagen opened the doors of their respective "showcase" car assembly plants at Cassino, near Naples, and Emden, at the north-east tip of West Germany, both revealed steps forward in automated assembly techniques - despite differences in their approaches.

The vast, airy Cassino facility is home to the Robogate assembly stations which first took the car industry into large-scale, sophisticated robotics in the 1970s. Now Fiat claims this is the world's most automated car plant.

Yet neither this facility nor the one at Emden appears to have fully grasped how to match the ever-improving productivity and efficiency levels of the Japanese vehicle industry, which by the mid-1980s will be tackling Europe's car market - the world's largest - substantially from within.

Each plant will still employ more people per car produced than at comparable Japanese plants, such as Nissan's at Sunderland in the UK. Equally, Fiat argues that even Cassino should be seen as only a step along the way to almost completely automated vehicle production.

The Italian and West German plants, which have been running for just over a year, have a similar range of activities, even though Cassino's capacity is 1,800 cars a day (which it has yet to reach) on 2½ shifts while Emden's is 1,200 on two shifts.

Both plants jig and weld together "bodies-in-white" - unpainted body shells - from individual pressings, although Cassino stamps most of its own whereas Emden's are supplied from other VW plants. They then take the vehicles through to final assembly, but with most of the components supplied from outside.

In both cases, the "just-in-time" inventory concept - so often quoted as giving Japanese assembly plants a big cost advantage - falls short of the ideal. Emden, which has VW supplier plants within easy striking distance, comes closest with 74 per cent of needed parts claimed to be at stock levels of only a few hours.

At Cassino, remote from Fiat's main plants around Turin in the north, the assembly line buffer ranges from 45 minutes for locally produced seats to a three-day supply line of engines and transmissions.

It is the selected methods of automation which are markedly different at the two plants.

At Emden, VW has chosen to use a lay-out of 20 interlocking "boxes", populated by robots. The plant's prime goal is to build not just the bodies of several different vehicles simultaneously, and at random, but to have a flexible production system that can easily be modified to build successor models to the current range, over an equipment-life of 20 years.

Currently, Emden is devoted to the Passat, where the assembly system is designed to cope with a theoretical 18m specification variants. But it can be used as a top-up plant for Golfs, producing them economically at a minimum volume of 50 units a day.

The concept is, therefore, radically different from VW's Hall 54 at Wolfsburg, which is dedicated to building more than 3,000 Golfs a day and would have to be re-equipped to build another model.

Of Emden's 500 robots, nearly 340 are in the honey-comb of boxes. Eleven of the boxes assemble body pressings in their jigs and tack weld them in position. The assemblies are then transferred to one of the remaining nine boxes, where nearly 3,500 spot welds are made.

Crucial to the whole process is that each box can operate independently, using instructions carried by automatic guided vehicles (AGVs), so that breakdown in one box does not affect the others. Alternative sets of machine tools lie in racks, from which the robots can re-quip themselves in 15 seconds for a body change.

The welded bodies are carried by AGVs to measuring boxes for dimensional checks, before going on to more conventional assembly operations, where the bulk of the work force is employed.

Increasingly, component "modules" are being used at Emden. For instance, a complete engine/front suspension assembly, put together away from the two production lines, is installed as a unit. This concept is pursued still more aggressively by Fiat at Cas-

ino. Emden has received its latest facilities, at a cost of DM 1.2bn (\$400m), as part of VW's Plan 2000 to install flexible equipment with a 20-year life - but also capable of being amortised over only three years.

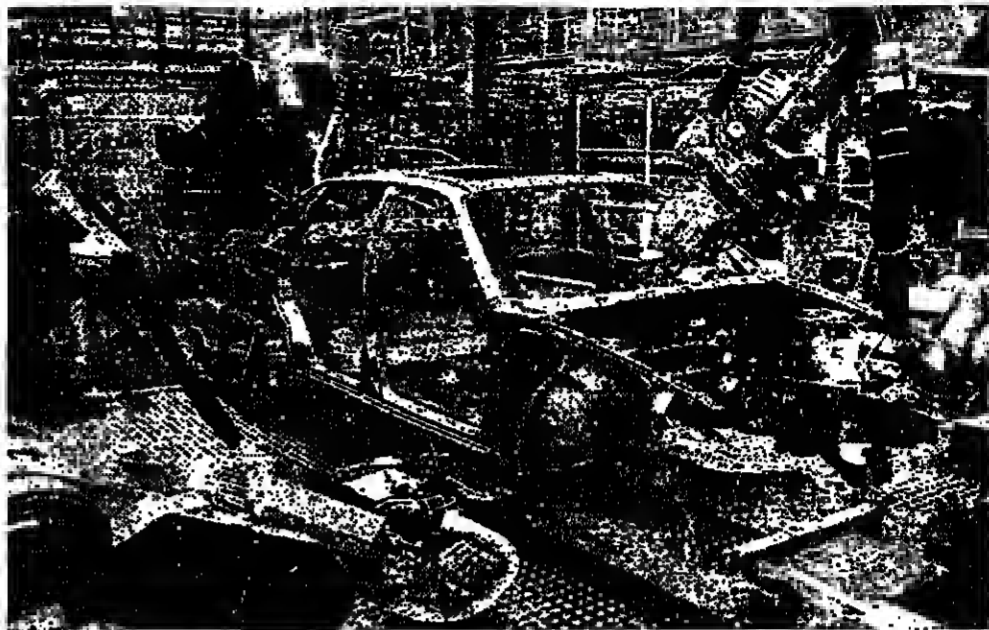
Cassino's revamped facilities have absorbed much of the \$1.7bn which Fiat has spent bringing the Tipo hatchback into production. The plant represents a spectacular advance in both computer-integrated and "modular" production of cars. It also incorporates "world firsts" in the form of an automated thermoplastic painting line which produces plastic hatchbacks for the Tipo in less than a minute, and continuous laser welding of seams, which strengthen the car's structure much more effectively than spot welds.

The design and engineering of the Tipo and the "Type Three" replacement for the Regata - has been integrated with the production process from start to finish, including final quality checks and the filling of the fuel tank by robots.

On the assembly line, only the area of wiring and trim shows any significant sign of human activity - it is described as "the last frontier".

According to the company, 40 per cent of final assembly is automated.

Otherwise, the 14 main modules, all of which are put together off-line, are installed in the Robogate-assembled bodies almost entirely by robots, of which there are 432. Robots



Robotic equipment at work on a VW Passat at Emden

assemble the front and rear sub-frames, engines, transmissions, suspension, steering and wheel hubs, bring them together as one unit and then introduce this to the body on the line. Front and rear screens and even the head-lining is installed as a single piece by "seeing" robots.

Dimensional checks are automated. There is even a visual check that all the dashboard's instruments are working, carried out by a stork-like, one-eyed robot. Visitors watch its slow, curious peering into each instrument with a hypnotic fascination.

As at Emden, Cassino has been designed so that new models can be introduced with relatively little new investment in equipment. The only vestige of Cassino's earlier production systems is the much more labour-intensive Regata line, which is being wound down.

A prime motivation behind the Cassino operation is to allow the best quality to be built in and checked at every stage of assembly.

Another is to extend the concept of an "integrated" factory to include pre- and post-production management and logistics operations. Area supervisors are in touch with both the central management system and the mass of robots, individual machines and workstations of the physical production process. By this means are controlled: 109 computers, 500 terminals for industrial graphics displays and programmed labour control, 439 robots, 51 lasers, 49 "sighted" assembly systems and 750 AGVs.

Yet while Fiat can claim, with probable justification, that the Cassino plant, producing 270,000 Tipo hatchbacks and 50,000 Regata saloons annually, is the world's most automated car assembly plant, it still employs 7,000.

Of these, some 1,300 are employed in specialised systems activities, 1,000 in overseeing body welding, another 1,000 in paint operations, 500 in the press shop and plastics forming and between 800 and 900 in other supervisory roles. That leaves about 2,300 in final assembly.

Even when the Regata is phased out, Franco Canna, the plant director, does not expect employment to fall significantly because the Type Three is expected to increase Cassino's output to its full capacity of 400,000 units a year.

Fiat has made clear its belief that European workers cannot, and should not, be expected to match the work obsession of Japanese employees. As a consequence, it sees salvation from the Japanese threat lying in smaller workforces and increased automation.

However, by 1993, Nissan Motor Manufacturing UK plans to produce two distinct ranges, at a total volume of 200,000 units a year, including body pressings and an engine plant, with 3,500 workers. By the late 1990s, it is expected to increase this to 400,000 cars a year, spread over three models, with a workforce which seasoned industry observers, such as

Garel Rhys of the Cardiff Business School, say is unlikely to exceed 5,000.

At Emden, even the new processes involve employing more than 10,000 to build 200,000 cars a year.

Confronted with the Nissan numbers and similar estimates for Toyota's intended UK and Continental plants, neither Fiat nor VW appear able, or willing, to come up with any answers concerning plant and labour organisation which explain how the gap is to be bridged.

During questionings, both Canna and Emden's production director, Gunter Hartwich, confined themselves to broad expressions of confidence that ways would be found to match Japanese productivity.

"MAXIMUM productivity and minimum costs can be achieved only by investing in advanced manufacturing technology," says Gerd Hoffmeister, a director of the West German machine tool builders' association (VDW). "Producers who fail to respond to this will rapidly sacrifice their competitiveness."

His view, expounded in an interview with the FT, is that manufacturers are turning to computer-controlled machines and machining centres, on the one hand, and flexible manufacturing cells, manufacturing systems and transfer lines, on the other.

As a consequence of growing cost pressure, declining batch sizes, and shorter product lives, companies are increasingly being forced to rationalise their product ranges.

Old rivalries sharpened by advances in machine tools

They have no other option but to install highly sophisticated manufacturing equipment," he continues.

It is hardly surprising that Hoffmeister should direct his comments at the customers which the VDW view as the most interesting. The 400 West German machine tool builders' association will continue to buy costly chunks of equipment, keeping their shop floors busy.

Yet he acknowledges the installation problems. "The progression from conventional machining procedures to computer-aided and computer-integrated manufacturing is long and difficult. This places major demands on producers and users alike, as a high level of investment

and risk is involved."

The VDW is well placed to monitor trends in the use of machines which can cope with product variation through such techniques as rapid tool changing and automatic process control. The 400 West German machine tool builders' association accounted for 18 per cent of world production last year, second only to Japan. German companies were the biggest exporters, with almost 24 per cent of world trade.

What is of just as much interest to Hoffmeister, however, is the way machine tool supply around the world is becoming stratified on the basis of technology.

"More newly industrialised countries are trying to meet their needs for machinery from domestic sources and, at the same time, are attempting to sell their products on world markets," says Hoffmeister. "Established suppliers in Europe, Japan and the US have responded to this by modifying their product ranges. In other words, they have almost withdrawn from the market for standard machines in order to concentrate on advanced machinery and manufacturing systems."

Three questions arise from this: ● At what speed will low-cost producers emerge as serious competitors to the makers of higher speci-

fication machines?

This is happening more quickly than the Europeans expected. Already, the South Koreans, Taiwanese and some suppliers in Singapore are offering computer-controlled machine tools, including machining centres. "The main reason is that Japanese electrical companies are supplying them with electronic controls and drives" - to keep their own large production facilities busy.

● Will this pose a threat to established producers in Europe and Japan?

"No," says Hoffmeister. But he adds: "It will be a threat to the

weaker established producers."

● Is there another battle looming in flexible production equipment between the Japanese and European producers?

The conventional view is that the Japanese will struggle in Europe with supplying flexible manufacturing systems because suppliers need to be close to their customers. Hoffmeister says this still applies, even though some Japanese companies have production sites in Europe.

He describes their arrival as "unfortunate". But the West Germans have tended to begrudge Japan's success at supplying customers with reliable, sophisticated,

computer-controlled machining centres at reasonable cost.

Some Japanese suppliers, such as Makino, offer flexible manufacturing cells which incorporate more than one machine linked by computer. However, Hoffmeister says that there is a philosophical difference between the Japanese and the Europeans in the supply and use of systems as against complicated stand-alone machines.

"The Japanese do not appear strong in this field of flexible systems. They do not see a real future in systems. Instead they are going in for multi-purpose high tech systems as machines," he says.

Which philosophy will prove the stronger? "That is not yet known."

Nick Garnett

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FINANCIAL TIMES CONFERENCES

WORLD MOTOR CONFERENCE

Frankfurt, 13 & 14 September, 1989

The FT World Motor Conference held biennially in Frankfurt has achieved an impressive position among motor industry events. This year sees a remarkable platform of speakers. Dr Carl Hahn of Volkswagen is to open and Helmut Werner of Daimler-Benz is to deliver a major paper on trucks. John Day of Allied Signal has accepted the invitation of the FT to open the section of the conference devoted to components. Dr Umberto Agnelli of Fiat and Raymond Levy of Renault are two of the other leading car industry figures who have agreed to speak. Stan Langenius of Volvo Trucks is also on the panel and among the American manufacturers who will be speaking is Jack F Smith of General Motors. Dieter Ullsperger, the financial head of VW, will close the conference which is to be chaired by Don Kress who now advises the International Motor Vehicle Programme at M.I.T.

WORLD MOBILE COMMUNICATIONS IN THE 90s

London, 11 & 12 October, 1989

The explosive growth of the mobile telecommunications industry demonstrates the importance for users of having access to reliable communications on the move. This second FT conference will provide an opportunity for operators, equipment manufacturers, analysts and users to review the rapid changes taking place in the market and to assess the opportunities that are being opened up by the growth of alternative products and services. Contributors include: John Shelby Bryan of Millicom, Roland Mahler of Deutsche Bundespost, Robert Welschappel of Motorola, Andrew Glasgow, Marconi Communication Systems and John Cummings, Ferranti Creditphone.

RE-REGULATING EUROPE'S FINANCIAL SECTOR

London, 16 & 17 October, 1989

The Financial Times has in recent years arranged a series of successful conferences on financial regulation in co-operation with Deloitte Haskins & Sells. These have featured plenary sessions of considerable authority but have also included workshops that have provided a significant opportunity for delegates to discuss quite detailed questions. Re-Regulating Europe's Financial Sector represents the extension of this format to the European stage and an exceptional panel of speakers includes Sir Leon Brittan, QC, Vice President of the Commission and Dr Huib Muller, the new Chairman of the Basle Committee. Deloitte has prepared a programme of workshops that will enable participants to assess the regulatory position in whichever European Community countries are of particular interest to them.

All enquiries should be addressed to: Financial Times Conference Organisation 126 Jermyn Street, London SW1Y 4LJ. Tel: 01-925 2323 (24-hour answering service) Telex: 27347 FT CONF G Fax: 01-925 2125

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1st NOVEMBER 1989

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FINANCIAL TIMES EUROPE'S BUSINESS NEWSPAPER

COMMODITIES AND AGRICULTURE

Yeutter predicts continuing grain sales to China

By Nancy Dunne in Washington

MR CLAYTON Yeutter, the US Agriculture Secretary, yesterday predicted that American grain sales to China would continue, despite the government crackdown on Chinese protesters, and he implied that subsidies may also be continued.

"There could well be some disruption of economic activity, of course - that's inevitable to some degree in that kind of political turmoil," he said during a speech to the American Seed Association. "But I doubt that it's going to have a significant effect on trade patterns between the two countries."

The question of continuing subsidies to China is a separate issue, to be considered on a case by case basis. However, Mr Yeutter said that he does not really see any significant adverse impact on agricultural trade relationships.

In past years, most of China's US wheat purchases have fallen under the Export Enhancement subsidy programme. However, this year, more sales have been on commercial terms.

Since January China has

World fish trade keeps pace with rise in catch

By Bridget Bloom, Agriculture Correspondent

ALTHOUGH THE total world fish catch has nearly doubled in the past 25 years, from 46m tonnes in 1963 to around 85m tonnes, the proportion entering world trade has remained stable at about one third.

However, according to a new OECD report from the OECD, the composition of world trade has changed notably in that time, reflecting, among other factors, the extensive introduction of stock management, extended jurisdiction over fish resources and the development of new fisheries and fish products.

Total world exports of fresh and chilled or frozen fish increased from around 1.4m tonnes in 1963 to 5.2m tonnes in 1986, the report notes. Exports of fresh, chilled, dried or salted crustaceans and molluscs increased even more, from around 240,000 tonnes to 1.63m tonnes in the same period.

More countries have entered world trade, with developing countries' share of total exports (including oils, fats and meals) increasing from 34 per cent to 42 per cent. In value terms, the rise was even more striking, from 25 per cent to almost 45 per cent.

In 1986, the report says, total exports from the OECD member countries amounted to \$10.8m in 1986, an increase of 30 per cent over 1985. OECD member states accounted for about 85 per cent of total world imports by value, the largest markets being the European Community, Japan and the US.

The report notes that trade patterns are changing due to coastal states' rights under the new regime of the sea to explore and exploit fishery resources within 200 miles.

However, it says that there remains different views among member states as to the effect of the new regime on freer world fisheries trade.

It notes particularly that "non-tariff measures are being used as a means of both restricting imports and promoting exports". Many different kinds of non-tariff barriers are used, including licensing, global import quotas and import prohibitions, administrative measures, export subsidies and export promotion activities.

Fisheries Issues, Trade and Access to Resources. OECD Paris 1989

The unwanted side-effects of set-aside

Why schemes to take farming land out of production should be quickly reversible

A BREEZE wafts over a sea of red. Millions of delicate translucent petals sway gently, now absorbing, then reflecting shafts of sunlight. Motorists slow down to admire the uncustomed sight. Photographers arrive in droves.

FARMER'S VIEWPOINT



By David Richardson

For this is the age of set-aside and the field full of poppies on the southern outskirts of Norwich is one of its most dramatic manifestations. Unchecked by cultivation machinery since last autumn, the land has naturally produced its colourful crop and earned its owner £30 an acre into the bargain.

Last year 1,890 of Britain's farmers signed up to set a minimum of 20 per cent of their land aside for five years - in other words not to plant crops on it during that time - in response to the Government's offer of £90 an acre to compensate them for loss of income.

The idea was to cut the production of surplus cereals. A total of 143,000 acres, about 1.3 per cent of UK arable land, was put into the scheme in 1988 and the Ministry of Agriculture has recently invited applications for the current crop year.

But most will do so with some reluctance. The last 40 years have, after all, been

devoted, among other things, to the attempted elimination of the ubiquitous red weed by a whole range of cultivations and chemical herbicides. The field near Norwich proves how futile those efforts have been - and how exaggerated were the claims of conservationists that sprays would destroy all wild flowers.

Walk on to any of those fields that have been set aside for just ten months and you will witness evidence of the rule that nature abhors a vacuum. Land which was cultivated and sprayed for generations with the express purpose of controlling weeds and other arable crops is now growing them in profusion.

Creeping thistles thrive; stinking mayweed spreads; sterile brome, the bane of cereal growers' lives, grows uncontrolled; and the common poppy, once a flower from a single plant, has never had it so good.

Mr Guy, who is also chairman of the London Bullion Market Association, described the central banks as "indifferent" to gold.

"If central bankers were subject to the same discipline as commercial gold fund managers most of them would have been sacked by now. Their gold assets have been withering on the branch," he said.

Reserves were not the property of government or central banks, he said, but of the taxpayer. They demanded active and professional management.

Why should central banks not accumulate additional reserves at times of price weakness such as now, he asked?

This was one of four suggestions he put forward on how the health and reputation of the world gold market could be improved. He also called for lobbying of the EC to stop discriminating against gold as an investment; harder work on improving the efficiency and standards of the market place; and realisation that most gold market participants had a vested interest in a higher price.

As the very least, it seems to me the schemes to take land out of production to deal with what may be a temporary problem should be quickly reversible. I am not convinced that current projections take that possibility seriously.

Far more likely, it seems to me that the Ministry of Agriculture and the Countryside Commission will be overwhelmed with requests from farmers who see opting out of production for five years as a way of increasing generous compensation. The most viable option. Many will not stop at 20 per cent of their acreage as have two-thirds of the present participants in the scheme. They will dismally farm down to set-aside.

I do not share that confidence. As I look at this year's UK cereal crops dying in the

sun and likely to yield at least 20 per cent less than was forecast a month ago even if it cast a month's rain for the summer, as I read reports of the whole of northern Europe, and as I study statistics which indicate an inexorable rise in demand for food and a steady decline in world stocks (and that remains true in spite of recent rain in the US) I fear that the biggest problem over the next few years and probably beyond will not be food surpluses but food shortages.

Mr Bryan Parker, of the World Gold Council, said that if the 1970s were the era of the gold investor and the 1980s the era of the miner, the 1990s could become the era of the gold consumer. He pointed out that gold jewellery's dominant position as the major consumer of non-communist world mine output had helped to underpin prices. It soaked up 1,500 tonnes or 80 per cent of Western mine supplies last year.

Mr Tom Main, chief executive of the Chamber Mines of South Africa, said the South African industry faced several problems, including the declining dollar price of gold, double digit inflation and political uncertainty. During the past 15 years South Africa's share of the Western world output had fallen from 75 per cent to 40 per cent.

However, doubts about the life expectancy of the booming gold mining industries in North America and Australia led to speculation that "the current production boom will be short lived, and the focus of gold mining will eventually return to South Africa."

Coffee price slides to 9 1/2-month low

By Richard Mooney

DEEPENING GLOOM about the outlook for the International Coffee Agreement sent prices for the commodity down to 9 1/2-month lows on the London Futures and Options Exchange (Icfe) yesterday.

The collapse two weeks ago of the latest despairing attempt to save the beleaguered price-stabilisation pact was widely regarded as having sealed the agreement's fate and left traders contemplating the prospect of a free-for-all in the market after the current pact's scheduled expiry on September 31.

Producers and consumers have been at loggerheads over two issues: the so-called twister market, in which importers outside the agreement can obtain coffee for up to 50 per cent less than the price charged to members; and the imbalance of export quotas between the mild arabica types and the less favoured robustas. And with the producers squabbling among themselves over market shares any hope of negotiating a replacement pact has long since been abandoned.

Table with 4 columns: Commodity, Price, Change, and Unit. Includes items like Aluminium, Copper, Lead, Nickel, Zinc, Tin, and Silver.

Central banks urged to take more interest in gold

By David Blackwell in Lugano

A CALL for central banks to take a more active role in the gold market was made yesterday by Mr Robert Guy, director of N M Rothschild's treasury and bullion division, in his opening address to the Financial Times World Gold Conference in Lugano.

Mr Guy, who is also chairman of the London Bullion Market Association, described the central banks as "indifferent" to gold.

Reserves were not the property of government or central banks, he said, but of the taxpayer. They demanded active and professional management.



CONFERENCE

both the jewellery and bullion coin industry.

Mr Brian Marber, director of his own foreign exchange and precious metals consultancy in London, said that according to his technical analysis of the market, gold's current bear phase would end on Friday if the London afternoon fix was above \$383 an ounce. But that did not necessarily mean the price would immediately rise sharply, he said. He also found it hard to reconcile the possible end of the bear market with his bullish attitude to the dollar, especially against the Deutsche mark.

In the short term, the price was still below the moving one year average of just over \$400 an ounce, and could still get stuck in the 380-375 dollar narrow range.

Mr George Milling-Stanley, senior gold analyst with Consolidated Gold Fields, said demand for gold was currently outstripping mine supply, and that at current prices the potential for further falls was limited by continued high levels of demand from the Far East. He predicted \$390 to \$300

WORLD COMMODITIES PRICES

Table of LONDON METAL EXCHANGE prices for various metals like Aluminium, Copper, Lead, Nickel, Zinc, Tin, and Silver.

Table of LONDON METAL EXCHANGE prices for various metals like Aluminium, Copper, Lead, Nickel, Zinc, Tin, and Silver.

Table of LONDON BULLION MARKET prices for Gold, Silver, and Platinum.

Table of US MARKETS prices for Copper, Crude Oil, and Soybeans.

Table of Chicago prices for Soybeans, Soybean Meal, and Soybean Oil.

TEA There were 15,800 packages on offer in this week's sale, including 3,800 in the offshore section, reports the Tea Brokers' Association. There was strong general demand with bright flowering tea fully firm and medium dearer by 2-4p. Central Africans proved a strong feature and prices advanced by 3-4p. Ceylons were well supported but price tended to be irregular following quality. The offshore auction completed Central African lots which attracted good competition at fully firm and sometimes appreciably dearer rates. Quotations: quality 100p (195p), medium 127p (125p), low 100p (102p) 197p.

LONDON STOCK EXCHANGE

Equities remain firm as pound slides

THE UK stock market continued to stand resolutely firm yesterday as the pound fell through the highly sensitive 90 level on the sterling exchange rate index and City analysts grew increasingly nervous ahead of today's announcement of the UK trade figures for last month.

Despite the pound's early dip below the 90 mark, before help from the Bank of England temporarily revived its fortunes, equities were firm from the outset. At best, the Footsie index showed a net gain of more than 14 points, and it was the slow start on Wall Street, rather than sterling's return to below 90 on the sterling exchange rate scale, that took the top off share prices towards the end of the day.

Market makers were keeping trading positions tightly trimmed ahead of this morning's announcement of the May trade figures for the UK. Some analysts have raised their projections for the month's deficit on current account; the market consensus has been moving towards a deficit of £2bn, compared with £1.7bn in April. "Anything above £2bn will be bad news for the equity market," was the general view. Yet, the stock market appeared unmoved yesterday when sterling fell away against the DM and London money market rates moved higher.

Although there were no new developments yesterday, the market remained underpinned by last week's bids of £3.1bn for Consolidated Gold Fields and of around £2bn for Gateway, the food supermarket firm. Gold Fields shares edged higher as the market awaited higher terms from Hanson, but paid little heed to suggestions of a management buyout plan for the mining and industrial group.

share for Booker helped the food manufacturer add 8 to 45p. BFT recovered 7 to 285p after 287p. The stock went special on Friday and one dealer said that there had been overbidding as a result. Hartons jumped 5 to 61p on takeover speculation and persistent buying from a single investor. At least 700,000 shares were traded, more than 10 per cent of the company's issued stock.

US turns seller of Racal

A spate of selling of shares in the Racal duo yesterday afternoon suggested that US investors had joined UK holders in taking a bearish view of last week's proposals to increase competition in the UK personal communications market.

Some UK analysts have commented on the implications of the disclosure by Lord Young, UK Trade Minister, of Government plans for the telephone industry, in particular for the examining outlook at Racal Telecom which has been accorded a very high rating by US securities houses.

US buyers helped international stocks gain ground. BAE Industries recovered from last week's fall, sustained under Hanson's offer for Consolidated Gold Fields removed some of the two SKBechem Instruments said that US demand last Friday night had left American dealers short. BATS closed up 9 to 651p.

Dealers were also excited by what might be revealed in Thursday's sequence of meetings between the company and City analysts. One trader said, however, that Glaxo would simply make sure that no profit forecast was too far out from the final figure for the current year. The dollar's improvement against sterling also helped, because Glaxo calculates earnings on the basis of a year-end exchange rate.

After hours BZW published a profit upgrade for Glaxo on this topic. The new forecast is for £1,000m, against £973m. But Mr Steve Plag, of BZW, emphasized that the change reflected the performance of the company's £1bn in liquid funds at a time of high interest rates.

rather than the exchange rate against the dollar. Tate & Lyle, the subject of US stakebuilding speculation in recent weeks, put in a strong performance as investors renewed their interest in the stock following a brokers upgrade. The shares rose from 285p to 287p, up a net 12 on turnover of over 3m.

The upgrading comes from Hoare Govett, Tate's broker, following its visit earlier this month to the group's US operations. Mr Richard Workman of Hoare has raised his profit estimates for this year by £10m to £190m, and for year-end September 1990 by a similar amount to £210m. The new forecasts "reflect the strong outlook for Staley (Tate's American corn-sweetening business) coupled with some benefit from the strong US dollar," said Mr Workman.

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removal of one of the obstacles impeding progress of the Costa Viyella offer for Tootal and the latter's shares rose 2 to 130p. The bid remains conditional upon shareholders of Costa Viyella approving the acquisition and the Secretary of State for Trade and Industry not referring it to the Monopolies Commission.

Insurance stocks were mostly little moved, although Guardian Royal Exchange featured with a rise of 5 to 205p in good turnover after securities house BZW rated the stock a "trading buy" below 200p.

Few features were portrayed by first-time building stocks but NSM maintained the better trend established last week following the news of a sharp recovery in profits. The shares gained 5 further to 114p. Among chemicals, Chemox International moved up 10 to 271p after the Teesside relocation statement while stock shortages continued to force shares rising 15 to 253p.

The shares of jewellery retailer Barmen outperformed a dull Shares sector, the stock adding 3 to 246p in the wake of a bullish report. The institutional buying of this stock with the group's US subsidiary Sterling was said to have gone down well, and County NatWest Woodmac, the company's broker, suggest 300p as a minimum short-term target.

Vague takeover speculation lifted selected stocks, notably Ward White, up 5 to 314p, and Dimes, up 2 1/2 to 144p and once again tipped as a target for Kingfisher (steady at 304p). Marks & Spencer attracted some genuine interest, gaining 2 to 105p on turnover of 2.2m shares. Body Stone rallied from the profit-taking of late last week to add a further 8 to 706p. Revived bid hopes helped Lambert Haworth post a rise of 8 to 105p.

Volume was higher in Asia, the supermarket group in the British Canadian arbitrage the Belberg brothers have a near 4 per cent interest. The news that the company will announce its preliminary results on July 10 instead of later this week initially created excitement, but a spokesman for the company said that Asia was merely reverting to its original date for the release of its figures. The shares closed a little changed at 181p.

A weekend press story that a bidder might have to pay 55 a share for Booker helped the food manufacturer add 8 to 45p. BFT recovered 7 to 285p after 287p. The stock went special on Friday and one dealer said that there had been overbidding as a result.

Interest in Gateway tailed off after the Takeover Panel ordered the two parties in the bid battle, UK-backed Newgateway and UK consortium Isoceles, to stop buying shares pending its investigation into the valuation of the Isoceles subsidiary. Turnover was well down on recent levels at just 3.1m shares as the price edged higher to 287 1/2p.

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FINANCIAL TIMES STOCK INDICES

Table with columns for Jun 26, Jun 23, Jun 22, Jun 21, Jun 20, Year, 1989, and Sincro Comparison. Rows include Government Secs, Food Interest, Ordinary, and Gold Mines.

S.E. ACTIVITY

Table with columns for Jun 23, Jun 22. Rows include Gilt Edged Bargains, Equity Bargains, Equity Value, and 5-Day average.

TRADING VOLUME IN MAJOR STOCKS

Table with columns for Stock, Value, Qty, Bid, Ask, and Stock, Value, Qty, Bid, Ask. Lists various companies like British Telecom, BT, and others.

the shares and there are few other buyers, said a market-maker. Last week at the annual meeting the chairman faced critical questioning over the persistent decline in the shares which yesterday dropped 10 to a new low of 154p. Elsewhere, Traenwood rose 3 1/2 to a peak 46p.

Two stocks made their debuts in the market yesterday. Commercial property group Molyneux Estates, placed at 50p, opened at 50p-bid and edged higher to close just off the top at 55p. Taverner Leisure, an Oxfordshire-based pub and catering group, touched 35p before easing to close at 37p compared with the placing price 30p.

When the Bechem Group/SmithKline Beckman merger is implemented, SmithKline Beckman will replace Bechem Group in the FT-SE and FT-A indices. The weighting will be equivalent to that of the sum of the "A" ordinary and Equity units will be included - both as UK securities.

APPOINTMENTS

Reorganisation at Davy Corporation

DAVY CORPORATION has restructured its business into six divisions, each with a chief executive who is a member of Davy's executive committee. The chief executives are: Mr Peter Newman (metals), Mr Patrick McTigue (process), Mr David Seley (offshore), Mr Peter Harrison (mechanical handling), Mr Michael Coleman (services), and Mr Maurice Couchman (construction and property).

Mr David Fuller has joined REED INTERNATIONAL as head of group taxation. He was vice president - international taxes, with United International Pictures. Mr Tony Tillin has been appointed chief executive of ABC International, part of Reed Publishing. He moves from Reed Business Publishing Group where he was a director.

Enson becomes group sales executive director

Enson becomes group sales executive director. Mr David Green has been appointed chief executive of COLROLL GROUP. The appointment confirms the role that Mr Green has been fulfilling over the past twelve months or more.

Mr Philip Green (above) has been appointed chief executive of COLROLL GROUP. The appointment confirms the role that Mr Green has been fulfilling over the past twelve months or more.

Mr Christopher F. King, director Europe, The British Petroleum

Mr Christopher F. King, director Europe, The British Petroleum. Mr Mike Rich has joined ALEXON as sales director. He was sales and marketing director of United Merchants and Manufacturers Inc.

Mr Mike Rich has joined ALEXON as sales director. He was sales and marketing director of United Merchants and Manufacturers Inc.

Keihanshin Real Estate Co., Ltd. Investing For Beginners. Financial Times Business Information. Includes details on the book 'Investing For Beginners' by Daniel O'Shea and contact information for orders.

WEEKEND FT SATURDAY 1st JULY

The Weekend FT dated Saturday, 1st July will contain a separate 12 page special colour illustrated feature on the residential property market.

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FT UNIT TRUST INFORMATION SERVICE

Current Unit Trust Prices are available on FT Cityline. To obtain your free Unit Trust Code Booklet ring the FT Cityline help desk on 01-225-2128

AUTHORISED UNIT TRUSTS

Main table containing unit trust information with columns for Unit Name, Unit Price, and other details. Includes sub-sections like 'Barrington Unit Trusts', 'Fidelity Unit Trusts', etc.

GUIDE TO UNIT TRUST PRICING

UNIT TRUST PRICING: This section explains how unit prices are calculated, including the inclusion of management fees and other costs. It provides a detailed breakdown of the pricing process.

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FT UNIT TRUST INFORMATION SERVICE

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Main table containing unit trust information with columns for Name, Price, Yield, and other financial metrics. Includes sub-sections for 'OTHER UK UNIT TRUSTS' and 'INSURANCES'.

INSURANCES

Table listing insurance-related unit trusts and their details.

Continued on next page

FT UNIT TRUST INFORMATION SERVICE

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Main table containing unit trust information with columns for Name, Price, Yield, and other financial metrics. Includes sub-sections for 'OFFSHORE AND OVERSEAS', 'LUXEMBOURG', 'JERSEY', and 'GUERNSEY'.

OFFSHORE AND OVERSEAS

MANAGEMENT SERVICES

GUERNSEY (SIR RECOGNISED)

LUXEMBOURG (SIR RECOGNISED)

JERSEY (**)

GUERNSEY (**)

SWITZERLAND (SIR RECOGNISED)

GUERNSEY (**)

SWITZERLAND (SIR RECOGNISED)

GUERNSEY (**)

SWITZERLAND (SIR RECOGNISED)

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GUERNSEY (**)

SWITZERLAND (SIR RECOGNISED)

GUERNSEY (**)

SWITZERLAND (SIR RECOGNISED)

FT UNIT TRUST INFORMATION SERVICE

Table of FT Unit Trust Information Service, listing various unit trusts with columns for Name, Price, Yield, and other financial metrics. Includes sections for 'ISLE OF MAN', 'LUXEMBOURG', and 'OTHER OFFSHORE FUNDS'.

LONDON SHARE SERVICE

Table of London Share Service, listing various British funds and commonwealth/afican loans. Includes sections for 'BRITISH FUNDS', 'COMMONWEALTH & AFRICAN LOANS', 'FOREIGN BONDS & RAILS', 'AMERICANS', 'CORPORATION LOANS', and 'Money Market Bank Accounts'.

UNIT TRUST NOTES: This section provides detailed notes and disclaimers regarding the unit trusts listed, including information on fees, risks, and performance metrics.

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LONDON SHARE SERVICE

Main table containing share prices for various sectors: AMERICANS-Contd, BUILDING, TIMBER, ROADS - Contd, DRAPERY AND STORES-Contd, ENGINEERING, INDUSTRIALS (Miscel.)-Contd, CANADIANS, BANKS, HP & LEASING, CHEMICALS, PLASTICS, FOOD, GROCERIES, ETC, BEERS, WINES & SPIRITS, DRAPERY AND STORES, HOTELS AND CATERERS, INSURANCES, BUILDING, TIMBER, ROADS.

LONDON SHARE SERVICE

Latest Share Prices are available on FT Cityline. To obtain your free Share Code Booklet ring the FT Cityline help desk on 01-925-2128

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INSURANCES - Contd

Table listing insurance companies and their share prices, including Royal Indemnity, Commercial Union Assurance, and others.

LEISURE

Table listing leisure-related companies such as British Skyways, British Airways, and others.

MOTORS, AIRCRAFT TRADES

Table listing companies in the motor and aircraft trade sectors, including British Leyland and others.

NEWSPAPERS, PUBLISHERS

Table listing newspaper and publishing companies like News International, Newsprint, and others.

PAPER, PRINTING, ADVERTISING - Contd

Table listing paper, printing, and advertising companies such as Newsprint, News International, and others.

PROPERTY

Table listing property-related companies like British Land, and others.

SHIPPING

Table listing shipping companies such as British Skyways, British Airways, and others.

SHOES AND LEATHER

Table listing shoe and leather companies like British Skyways, British Airways, and others.

SOUTH AFRICANS

Table listing South African companies such as Anglo American, and others.

TEXTILES

Table listing textile companies like British Skyways, British Airways, and others.

TOBACCO

Table listing tobacco companies like British Skyways, British Airways, and others.

TRUSTS, FINANCE, LAND

Table listing trusts, finance, and land companies like British Skyways, British Airways, and others.

TRUSTS, FINANCE, LAND - Contd

Table listing trusts, finance, and land companies (continued) like British Skyways, British Airways, and others.

FINANCE, LAND, ETC

Table listing finance, land, and other companies like British Skyways, British Airways, and others.

OIL AND GAS

Table listing oil and gas companies like British Skyways, British Airways, and others.

OIL AND GAS - Contd

Table listing oil and gas companies (continued) like British Skyways, British Airways, and others.

OVERSEAS TRADERS

Table listing overseas trading companies like British Skyways, British Airways, and others.

PLANTATIONS

Table listing plantation companies like British Skyways, British Airways, and others.

Far West Rand

Table listing Far West Rand companies like British Skyways, British Airways, and others.

Central African

Table listing Central African companies like British Skyways, British Airways, and others.

Finance

Table listing finance companies like British Skyways, British Airways, and others.

MINES - Contd

Table listing mining companies like British Skyways, British Airways, and others.

THIRD MARKET

Table listing third market companies like British Skyways, British Airways, and others.

Central Rand

Table listing Central Rand companies like British Skyways, British Airways, and others.

Eastern Rand

Table listing Eastern Rand companies like British Skyways, British Airways, and others.

O.F.S.

Table listing O.F.S. companies like British Skyways, British Airways, and others.

Diamond and Platinum

Table listing diamond and platinum companies like British Skyways, British Airways, and others.

REGIONAL & IRISH STOCKS

Table listing regional and Irish stocks like British Skyways, British Airways, and others.

TRADITIONAL OPTIONS

Table listing traditional options like British Skyways, British Airways, and others.

Industrials

Table listing industrial companies like British Skyways, British Airways, and others.

Property

Table listing property companies like British Skyways, British Airways, and others.

Mines

Table listing mining companies like British Skyways, British Airways, and others.

Small text at the bottom right corner providing additional information or disclaimers.

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WORLD STOCK MARKETS

Table of world stock markets including sections for Austria, France, Germany, Italy, Sweden, and Japan. Each section lists various stocks with their prices and changes.

TORONTO Closing prices June 23. Table listing various Canadian stocks and their closing prices.

CANADA Closing prices June 23. Table listing various Canadian stocks and their closing prices.

Table of world stock markets including sections for Australia, Canada, Hong Kong, India, and South Africa. Each section lists various stocks with their prices and changes.

NEW YORK DOW JONES. Table showing Dow Jones index values for various dates and sectors.

INDICES. Table showing various international stock indices and their values.

NEW YORK ACTIVE STOCKS. Table listing active stocks in New York with their prices and changes.

TOKYO - Most Active Stocks. Monday June 26 1989. Table listing active stocks in Tokyo with their prices and changes.

Room 609. A word of advice (and comfort) for business travellers staying at North America's leading hotels... ALWAYS ASK FOR YOUR COPY OF THE FINANCIAL TIMES!

NYSE COMPOSITE PRICES

Table of NYSE Composite Prices with columns for 12 Month High/Low, Stock, NYSE, and Close Prev. Includes a 'Continued from previous page' note.

OVER-THE-COUNTER

Needing national market. 2pm prices June 26

Table of Over-the-Counter prices with columns for Stock, NYSE, 12 Month High/Low, and Close Prev. Includes a 'Continued from previous page' note.

AMEX COMPOSITE PRICES

2pm prices June 26

Table of AMEX Composite Prices with columns for Stock, NYSE, 12 Month High/Low, and Close Prev.

Travelling on Business in the Netherlands?

Enjoy reading your complimentary copy of the Financial Times when you're staying in Amsterdam at the Ascot Hotel, American Hotel, Apollo Hotel, Barbizon Centre, Barbizon Palace, Doelen Crest Hotel, Grand Hotel Krasnapolsky, Garden Hotel, Hilton Hotel, Marriott Hotel, Schiphol Hilton Hotel, Sonesta Hotel, Victoria Hotel

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WORLD STOCK MARKETS

AMERICA

Dull Dow immune to bond rally

Wall Street

A QUIET morning on Wall Street saw stocks drifting downwards in moderate activity, with traders taking profits in the wake of Friday's surge, writes Karen Zagor in New York.

early afternoon it was at Y140.80 and DM1.9570, up from Y138.85 and DM1.9425 late on Friday in New York. Crude oil futures also posted gains in early trading on the New York Mercantile Exchange.

Time jumped 3/4% to \$170, although still lower than the \$200 bid from Paramount. Paramount was unchanged at \$68. Warner, which agreed to be acquired by Time for \$70 a share, fell 3/4% to \$58.

A number of oil companies posted gains including Exxon which rose 3/4% to \$45, Chevron, up 3/4% to \$33, and Amoco, 3/4% higher at \$45. Mobil was down 3/4% at \$49. Royal Dutch Petroleum dipped to \$70 to \$63.

Japan regains some lost ground

By Alison Maitland

RESPIRE in the dollar's surge against the yen provided the Japanese market with a chance to make up some lost ground last week and contributed to a healthy showing for the FT-Actuaries World Index.

Japan climbed 2 per cent during the week as the US currency lost steam and the yen picked up sharply in the foreign exchange markets. But the gains in Japanese equities were not entirely convincing - turnover was very thin and investors seemed to be nervous that the yen's precipitous rise could just as quickly be reversed.

Table with columns: MARKET IN PERSPECTIVE, % change in local currency, 1 Week, 4 Weeks, 1 Year, Start of 1989, % change in sterling, Start of 1989. Lists various countries like Austria, Belgium, Denmark, etc.

ASIA PACIFIC

Investors stay away in face of mixed news

Tokyo

TORN between conflicting news of a slender yen and a by-election defeat for the Liberal Democratic Party, the Japanese equity market showed mixed trends in very thin trading, writes Yuriko Mita in Tokyo.

saki Heavy Industries lost Y20 to Y1,180 with 14.1m shares changing hands, making it the third most active issue. A demand for constructions was high, fuelled by hints from the Ministry of Construction that the building of condominiums may be permitted in a location an hour away from central Tokyo in the next 10 years.

Taiwan hit by fraud allegations

A FRAUD scandal which threatens the careers of Taiwan's biggest stock market players sent share prices plunging yesterday, Reuters reports from Taipei.

EUROPE Bourses lack direction and take a breather

EUROPEAN bourses made little progress yesterday as profit-taking offset small gains, writes Our Markets Staff.

last week, with the investment certificates losing FF16.40 to FF17.37 in active trading. The OMF 50 index ended 0.28 higher at 503.13 and the CAC 40 index was off 0.26 at 1,760.10.

MILAN attracted profit-taking after an early advance and shares ended only slightly higher. The Comit index rose 0.7 to 648.54.

was the announcement by SHV Holdings, a private company, that it had built up a 12 per cent stake in retailer Ahold over the past 18 months and was considering selling it.

cal sector, added BFR14 to BFR1,138 and ACEC, an engineering company, rose BFR6 to BFR528.

FT-ACTUARIES WORLD INDICES

Table with columns: NATIONAL AND REGIONAL MARKETS, US Dollar Index, % Change, Pound Sterling Index, Local Currency Index, % Change, Gross Yield, US Dollar Index, Pound Sterling Index, Local Currency Index, 1989 High, 1989 Low, Year ago (Approx).

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